

SEARCH NOTES

EAST

L Number	Hits	Search Text	DB	Time stamp
1	4799	(705/1.26.27.37.39.80).CCLS.	USPAT; US-PGPUB	2002/12/13 10:01
2	1802	(705/1.26.27.37.39.80).CCLS.	USPAT	2002/12/13 10:03
3	59	negotiat\$5 AND ((highlight\$3 or redlin\$3) NEAR4 (term or terms or change or changes or amend or amendment\$1 or addendum\$1))	USPAT; US-PGPUB; EPO; JPO; DERWENT; IBM_TDB	2002/12/13 10:09
4	79	conklin-j\$.in.	USPAT; US-PGPUB; EPO; JPO; DERWENT; IBM_TDB	2002/12/13 10:09
5	11	conklin-j\$.in. and negotiations	USPAT; US-PGPUB; EPO; JPO; DERWENT; IBM_TDB	2002/12/13 10:09

*reviewed
all, KMC*

Skimmed

Enter Web Address: All

Adv. Search Compare Archive Pac

Searched for <http://www.tradeaccess.com>

56 Results

Note some duplicates are not shown. [See all](#).
* denotes when site was updated.

Search Results for Jan 01, 1996 - Dec 13, 2002

1996	1997	1998	1999	2000	2001	2002
0 pages	4 pages	6 pages	14 pages	17 pages	7 pages	1 pages
	Jan 01, 1997 *	Jan 10, 1998 *	Jan 25, 1999	Feb 29, 2000 *	Feb 15, 2001 *	Jan 24, 2002 *
	Jan 01, 1997 *	Feb 09, 1998 *	Feb 03, 1999	Mar 03, 2000	Mar 02, 2001	
	Apr 18, 1997 *	Dec 03, 1998 *	Feb 08, 1999	Mar 11, 2000	Mar 04, 2001	
	Jun 26, 1997 *	Dec 05, 1998	Feb 20, 1999	May 11, 2000 *	Mar 31, 2001 *	
		Dec 06, 1998 *	Apr 20, 1999 *	May 20, 2000	Apr 05, 2001 *	
		Dec 12, 1998 *	Apr 29, 1999 *	Jun 06, 2000	Apr 19, 2001 *	
			May 08, 1999 *	Jun 19, 2000	May 15, 2001	
			Sep 21, 1999 *	Jun 20, 2000		
			Oct 08, 1999	Jun 22, 2000 *		
			Oct 09, 1999	Aug 15, 2000		
			Oct 12, 1999	Aug 17, 2000		
			Oct 22, 1999	Oct 02, 2000 *		
			Nov 16, 1999	Oct 18, 2000 *		
			Nov 17, 1999	Oct 28, 2000		
				Nov 09, 2000 *		
				Dec 02, 2000 *		
				Dec 13, 2000		

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Information Source (Country) Name of Company Products / Services

CII (India)

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India	Malaysia	Philippines	Thailand	Sri Lanka
<input type="checkbox"/> CII <u>Confederation of Indian Industry</u> <input type="checkbox"/> ESC <u>Electronics & Software Export Council</u> <input type="checkbox"/> ACMA <u>Auto Component Manufacturers</u>	<input type="checkbox"/> MATRADE <u>Malaysia External Trade Development Corporation</u>	<input type="checkbox"/> PCCI <u>Philippine Chamber of Commerce and Industry</u>	<input type="checkbox"/> DEP <u>Thailand Department of Export Promotion</u>	<input type="checkbox"/> EDB <u>Sri Lanka Export Development Board</u>

Products / Services

(combine words with and,or)

Search

Single Country Search

TradeAccess offers free Standard Search Templates that produce individual profiles on the companies you need. Or, you can custom design your own searches and reports to create multiple matching profiles from the same search. You can also download authoritative publications on doing business in each country.

Search Templates	Information Sources	Publications
<input type="radio"/> Custom Searches & Reports <input type="radio"/> Search for general information <input type="radio"/> Identify qualified vendors	<input type="radio"/>  <u>India's Premier Industry Association</u>	<u>CII Publications</u>
	<input type="radio"/>  <u>Malaysia External Trade Development Corporation</u>	<u>MATRADE Publications</u> <i>Coming Soon</i>
	<input type="radio"/>  <u>Philippine Chamber of Commerce and Industry</u>	<u>PCCI Publications</u>
	<input type="radio"/>  <u>Thailand Department of Export Promotion</u>	<u>DEP Publications</u> <i>Coming Soon</i>

<input type="radio"/> FREE	<input type="radio"/> Target new customers	 India's Electronics & Computer Software Council	ESC Publications <i>Coming Soon</i>
<input type="radio"/> FREE	<input type="radio"/> Find international business partners	 India's Automotive Component Manufacturers	ACMA Publications
		 Sri Lanka Export Development Board	EDB Publications <i>Coming Soon</i>

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jeffrey conklin trade access

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Searched the web for **jeffrey conklin trade access**.

Results 1 - 10 of about 642. Search took 0.16 seconds.

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[www.eBay.com](#) eBay - The World's Online Marketplace

Sponsored Link

[Participant information - Development E-commerce Workshop](#)

... Conklin, Jeffrey, M. Founder & CEO **Trade Access**, Inc. University Park at MIT 350 Massachusetts Ave. Cambridge, MA 02139 (voice) 617-583-8250 (fax) 617-583-8318. ...
[web.media.mit.edu/~mikeb/dev-ec/participants.html](#) - 27k - [Cached](#) - [Similar pages](#)

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... here to **access** the Limited-Access Readings. ... of Work Flow Variability on Succeeding Trade Performance by ... Pain in Organizations by E. Jeffrey Conklin and William ...
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[CERO - Construction Education and Research Online](#)

... the Pain in Organizations by E. Jeffrey Conklin and William ... serve their constituencies well in trade and political ... It will provide **access** to information and ...
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[Poughkeepsie Journal](#)

... David, executive vice president of **Conklin** Corp., lives in Millbrook; Jeffrey, president of Cambridge, Mass.-based software firm **Trade Access** Inc., lives in ...
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[Business Opportunities: On-Line Articles - Managing the ...](#)

... CEOs need to have a certain comfort level with new technology, says Jeffrey M. Conklin, founder and chief executive officer of **Trade access**, a technology ...
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[iSource Online Summit - Speakers](#)

... Chairman and Chief Strategy Officer MaterialNet, Jeffery Conklin Founder & CEO **Trade Access**. Mark Corona SVP & General Manager EPS US Bancorp, Jeffrey M. Crowe ...
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[Publication - NAFTA: An Assessment, Revised Edition](#)

... David W. Conklin, Journal of ... by Gary Clyde Hufbauer and Jeffrey J. Schott. ... CONTENTS PREFACE ACKNOWLEDGEMENTS 1. OVERVIEW AND SCORECARD 2. TRADE AND EMPLOYMENT 3 ...
[www.iie.com/publications/pub.cfm?pub_id=70](#) - 13k - Dec. 12, 2002 - [Cached](#) - [Similar pages](#)

[Breakout Sessions, Saturday Morning](#)

... Presenter: Jeffrey Conklin, Chief Executive Officer, WSIPC, Washington ESDs ... would like to share, trade, or sell ... to-use database designed with Microsoft **Access** ...
[164.116.2.2/aesa_conf/br_7_morning.html](#) - 33k - [Cached](#) - [Similar pages](#)

[Faculty Staff and Students, Faculty of Law, University of Windsor](#)

... Jeffrey B. Berryman, LL.B. (Hons.), M.Jur. ... Professor Conklin teaches Jurisprudence, Phenomenology, Semiotics ... for Canada-United States **Trade** and International ...
[athena.uwindsor.ca/.../Law.nsf/d0871efd52f3693e852569210045387f/0f0cabf0fc0d09438525692100515c0e?](#)

OpenDocument - 62k - [Cached](#) - [Similar pages](#)

[Access March 1997 Acquisitions](#)

... REPRINT FILE. Conklin, JC 1997. ... Evolutionary consequences of a trade-off between parental effort and mating effort. ... Photo illustration by Jeffrey Weiss. ...

nmml.afsc.noaa.gov/Accessibility/AccLibMarch97Acquisitions.html - 54k - [Cached](#) - [Similar pages](#)

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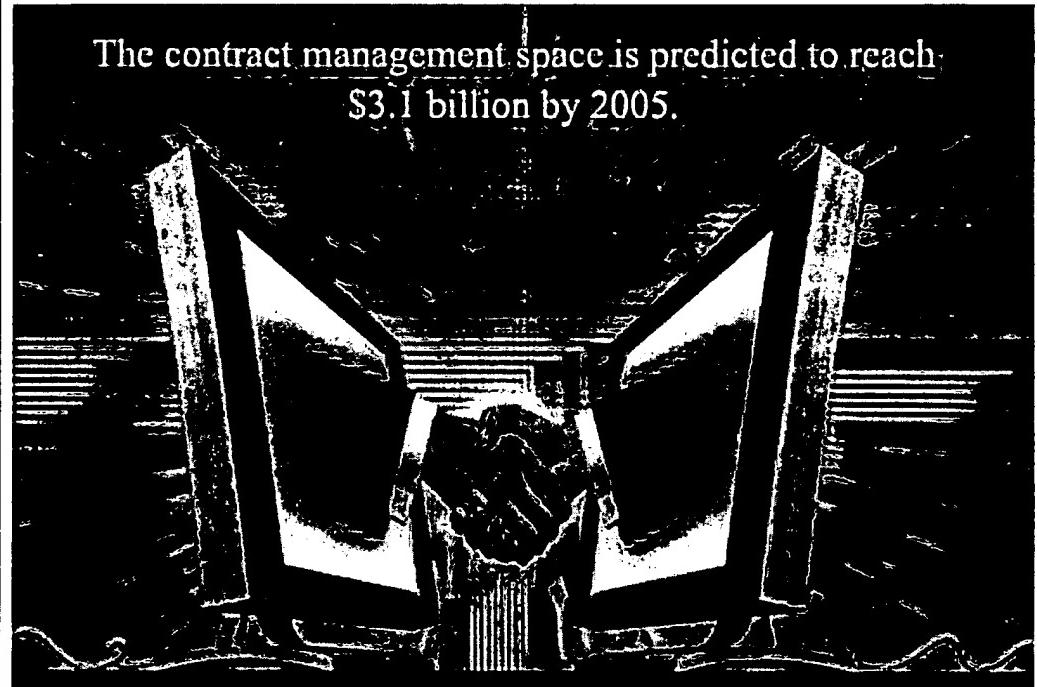
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Neg

The contract management space is predicted to reach \$3.1 billion by 2005.



NEWS

Monday, July 30th 2001
Ozro Receives Notice of Allowance For Three Breakthrough Patent

Tuesday, July 10th 12:00
"Managing Procurement Agreements Online"
now available.

Phone: +1 (617)-911-1000
Fax: +1 (617)-311-1000

US Patent 6,141,653. Other Patents Pending. Copyright ©2001 by Ozro, Inc. All rights reserved.

091192,848

SEARCHED

Class	Sub.	Date	Exmr.
705	80	1/9/00	SMD
	1		
	26		
	27		
	39		

705	37	1/19/00	SMD
<i>updated search for:</i>			
705	1,26,27	4/1/00	SMD
	37,39,80	(U.S.Pats)	

705	1,26,27	1/12/00	SMD
	37,39,80	(U.S.Pats)	

705	1,26,27	1/12/01	SMD
	37,39,80	(U.S.Pats)	

**SEARCH NOTES
(INCLUDING SEARCH STRATEGY)**

	Date	Exmr.
East	1/9/00	SMD
Consulted Eric Stamber	1/10/00	SMD
Internet	1/11/00	SMD
Dialog		
Consulted Penny Caudle		
ProQuest		
West		
East	1/19/00	SMD
East	3/16/00	SMD
consulted EMS, Bill Thomas, Kyle Choi (Re: prior art)	3/17/00	
Dialog		
Internet		
West		
EIC Search		
East	3/18/00	
	3/20/00	
	4/1/00	
East	4/12/00	SMD
West		
East	6/8/01	SMD

INTERFERENCE SEARCHED

Class	Sub.	Date	Exmr.
705	1,26,27,	6/18/01	SMD
	37,39,80		

09/192,979

SEARCHED

Class	Sub.	Date	Exmr.
705	80	1/9/00	SMD
705	1		
705	26		
705	27		
705	39		
705	37	1/19/00	SMD
Updated Search for: 705 1,26,27, 4/1/00 37,39,80 (U.S.Pats.)			
Updated Search for: 705 1,26,27, 11/21/00 37,39,80 (U.S.Pats.)			
Updated Search for: 705 1,26,27, U.S.Pats. 37,39,80 PG Pubs (12/01)			

SEARCH NOTES (INCLUDING SEARCH STRATEGY)

	Date	Exmr.
East	1/9/00	SMD
Consulted Eric Stamber	1/10/00	SMD
Internet	1/11/00	SMD
Dialog		
Consulted Penny Caudle		
ProQuest		
West		
East	1/19/00	SMD
east	3/16/00	SMD
Consulted Exms. Bill Thomson & Kyle Cho (Le: Phor art)	3/17/00	
Dialog	3/17/00	
Internet	3/17/00	
West	3/18/00	
EIC search	3/20/00	
East	4/1/00	
East	11/2/00	SMD
West		
East	1/28/01	SMD

INTERFERENCE SEARCHED

Class	Sub.	Date	Exmr.
705	1,26,27, 6/18/01		SMD

09/19/00, 729

SEARCHED

Class	Sub.	Date	Exmr.
705	80	1/9/00	SMD
705	1		
705	26		
705	27		
705	39	✓	✓
705	3		
705	37	1/19/00	SMD
Updated search for: 705 1,26,27, 37,39,80		4/1/00 (U.S. Pats.)	SMD
Updated search for: 705 1,26,27 37,39,80		1/2/00 (U.S. Pats.)	SMD
Updated search for: 705 1,26,27 37,39,80		6/8/01 (U.S. Pats.)	SMD

SEARCH NOTES (INCLUDING SEARCH STRATEGY)

	Date	Exmr.
East Consulted 101 Panel consulted Eric Stember	1/9/00 1/10/00 1/10/00	SMD SMD SMD
Internet Dialog Consulted Penny Caudle	1/11/00 1/11/00 1/11/00	SMD SMD SMD
Proquest West	1/11/00 1/11/00	SMD SMD
East	1/19/00	SMD
East Consulted Exms Bill Thompson Kyle Choi (Re: prior art) Dialog Internet West EIC search East	3/6/00 3/17/00 3/18/00 3/20/00 4/1/00	SMD SMD SMD SMD SMD
East West	4/12/00 4/13/00	SMD SMD
East	6/8/01	SMD

INTERFERENCE SEARCHED

Class	Sub.	Date	Exmr.
705	1,26,27, 37,39,80	6/8/01 ↓	SMD ↓

09/192,735

SEARCHED

Class	Sub.	Date	Exmr.
705	80	1/9/00	SMD
705	1		
705	26		
705	27		
705	39		
705	37	1/9/00	SMD
updated search			
705	1	3/16/00	SMD
705	26		
705	27		
705	37		
705	39		
705	80		
updated search			
705	1,26,27	4/1/00	SMD
	37,39,80		

SEARCH NOTES (INCLUDING SEARCH STRATEGY)

	Date	Exmr.
East	1/9/00	SMD
Consulted	1/10/00	SMD
Eric Stamber		
Internet	1/11/00	SMD
Dialog	1/11/00	SMD
Consulted	1/11/00	SMD
Penny Caudle		
ProQuest	1/11/00	SMD
West	1/11/00	SMD
East	1/9/00	SMD
East	3/16/00	SMD
Consulted	3/17/00	SMD
Bill Thompson		
Echo		
(art)		
Dialog	3/17/00	SMD
Internet	3/17/00	SMD
West	3/18/00	SMD
EIC Search	3/20/00	SMD
East	4/1/00	SMD

INTERFERENCE SEARCHED

Class	Sub.	Date	Exmr.
705	1,26,27	4/1/00	SMD

HELP ?

Your recent searches

This is a list of your 3 most recent searches this session.

Click an item in the Search column to view its search results, or go back to [Search by Word](#).

Click the number in the No. column to AND the search string to the current search string.

No.	Search	Articles found
3	TradeAccess	1
2	EcommBuilder	0
1	EcommBuilder	0

Dialog
1/11/00

Set Items Description
S1 1 ECOMMBUILDER OR (ECOMM()BUILDER)
File 813:PR Newswire 1987-1999/Apr 30
 (c) 1999 PR Newswire Association Inc

Original Search
b4all
sf all

SMD

Set	Items	Description
S1	18	TRADEACCESS AND PY<=1997
S2	13	RD (unique items)
S3	2	S2 AND NEGOTIATI?
S4	4	S2 AND INTERNATIONAL
File 16:	Gale Group PROMT(R) 1990-2000/Jan 11 (c) 2000 The Gale Group	
File 47:	Gale Group Magazine DB(TM) 1959-2000/Jan 11 (c) 2000 The Gale group	
File 148:	Gale Group Trade & Industry DB 1976-2000/Jan 11 (c) 2000 The Gale Group	
File 256:	SOFTBASE:REVIEWS, COMPANIES&PRODS. 85-1999/DEC (c) 1999 INFO.SOURCES INC	
File 275:	Gale Group Computer DB(TM) 1983-2000/Jan 11 (c) 2000 The Gale Group	
File 625:	American Banker Publications 1981-2000/Jan 11 (c) 2000 American Banker	
File 636:	Gale Group Newsletter DB(TM) 1987-2000/Jan 11 (c) 2000 The Gale Group	
File 649:	Gale Group Newswire ASAP(TM) 2000/Jan 11 (c) 2000 The Gale Group	
File 810:	Business Wire 1986-1999/Feb 28 (c) 1999 Business Wire	
File 813:	PR Newswire 1987-1999/Apr 30 (c) 1999 PR Newswire Association Inc	

Set	Items	Description
S1	92	((ONLINE OR ON()LINE) ()NEGOTIATI?) AND INTERNATIONAL
S2	48	RD (unique items)
S3	19	S2 AND PY<=1998
S4	13	S3 AND PY<=1997
S5	6	S3 NOT S4
File 9:	Business & Industry(R)	Jul/1994-2000/Jan 11 (c) 2000 Resp. DB Svcs.
File 13:	BAMP 2000/JAN W1	(c) 2000 RESP. DB SVCS.
File 15:	ABI/INFORM(R)	1971-1999/Dec 15 (c) 1999 Bell & Howell
File 16:	Gale Group PROMT(R)	1990-2000/Jan 11 (c) 2000 The Gale Group
File 20:	World Reporter	1997-2000/Jan 11 (c) 2000 The Dialog Corporation plc
File 47:	Gale Group Magazine DB(TM)	1959-2000/Jan 11 (c) 2000 The Gale group
File 88:	Gale Group Business A.R.T.S.	1976-2000/Jan 11 (c) 2000 The Gale Group
File 148:	Gale Group Trade & Industry DB	1976-2000/Jan 11 (c) 2000 The Gale Group
File 180:	Federal Register	1985-2000/Jan 11 (c) 2000 format only The DIALOG Corp
File 211:	Gale Group Newsearch(TM)	1997-2000/Jan 11 (c) 2000 The Gale Group
File 267:	Finance & Banking Newsletters	2000/Jan 11 (c) 2000 The Dialog Corp.
File 275:	Gale Group Computer DB(TM)	1983-2000/Jan 11 (c) 2000 The Gale Group
File 484:	Periodical Abstracts Plustext	1986-1999/Nov W3 (c) 1999 Bell & Howell
File 545:	Investext(R)	1982-2000/Jan 11 (c) 2000 Thomson Financial Networks
File 610:	BUSINESS WIRE	1999-2000/JAN 10 (c) 2000 BUSINESS WIRE.
File 613:	PR Newswire	1999-2000/Jan 11 (c) 2000 PR Newswire Association Inc
File 619:	Asia Intelligence Wire	1995-2000/Jan 10 (c) 2000 Fin. Times Ltd
File 621:	Gale Group New Prod.Annou.(R)	1985-2000/Jan 11 (c) 2000 The Gale Group
File 632:	CHICAGO TRIBUNE	1985-1999/Dec 29 (c) 2000 CHICAGO TRIBUNE
File 636:	Gale Group Newsletter DB(TM)	1987-2000/Jan 11 (c) 2000 The Gale Group
File 649:	Gale Group Newswire ASAP(TM)	2000/Jan 11 (c) 2000 The Gale Group
File 654:	US PAT.FULL.	1990-2000/JAN 04 (c) FORMAT ONLY 2000 THE DIALOG CORP.
File 674:	COMPUTER NEWS FULLTEXT	1989-1999/DEC W2 (c) 1999 IDG COMMUNICATIONS
File 696:	DIALOG Telecom. Newsletters	1995-2000/Jan 11 (c) 2000 The Dialog Corp.
File 704:	(Portland)The Oregonian	1989-1999/Dec 28 (c) 2000 The Oregonian
File 712:	Palm Beach Post	1989-1999/Dec 19 (c) 2000 Palm Beach Newspapers Inc.

File 718:Pittsburgh Post-Gazette Jun 1990-1999/Dec 2
(c) 2000 Publishing

File 810:Business Wire 1986-1999/Feb 28
(c) 1999 Business Wire

Dialog
1/15/00

Set	Items	Description
S1	9	MARKETMAKER AND PY<=1997 AND (TRADE()EX OR TRADEEX)
S2	5	RD (unique items)
File 15:	ABI/INFORM(R) 1971-2000/Jan 03	
	(c) 2000 Bell & Howell	
File 16:	Gale Group PROMT(R) 1990-2000/Jan 17	
	(c) 2000 The Gale Group	
File 18:	Gale Group F&S Index(R) 1988-2000/Jan 14	
	(c) 2000 The Gale Group	
File 148:	Gale Group Trade & Industry DB 1976-2000/Jan 17	
	(c) 2000 The Gale Group	
File 484:	Periodical Abstracts Plustext 1986-1999/Nov W3	
	(c) 1999 Bell & Howell	
File 636:	Gale Group Newsletter DB(TM) 1987-2000/Jan 17	
	(c) 2000 The Gale Group	
File 674:	COMPUTER NEWS FULLTEXT 1989-1999/DEC W2	
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File 810:	Business Wire 1986-1999/Feb 28	
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Original Search

b 411
sf all

SMJ

WEST**Freeform Search**

Database: All Databases (USPT + EPAB + JPAB + DWPI + TDBD)

electronic ADJ bid\$

Term:

Display 10 Documents in Display Format: TI

Generate: Hit List Hit Count Image**Search History**

<u>DB Name</u>	<u>Query</u>	<u>Hit Count</u>	<u>Set Name</u>
ALL	electronic ADJ bid\$	45	<u>L7</u>
ALL	electronic ADJ bid\$	45	<u>L6</u>
ALL	electronic ADJ negotiat\$	13	<u>L5</u>
ALL	international NEAR5 (negotiat? or bid?)	2	<u>L4</u>
ALL	international NEAR (negotiat? or bid?)	0	<u>L3</u>
ALL	EcommBuilder	0	<u>L2</u>
ALL	(online or (on ADJ line)) ADJ negotiat\$	3	<u>L1</u>

WEST**Freeform Search**

Database: US Patents Full-Text Database
 JPO Abstracts Database
 EPO Abstracts Database
 Derwent World Patents Index
 IBM Technical Disclosure Bulletins

Term: negotiation\$1 SAME term\$1

Display: 10 Documents in Display Format: TI Starting with Number 1

Generate: Hit List Hit Count Image

Search

Main Menu Preferences

Search History

Today's Date: 11/2/2000

<u>DB Name</u>	<u>Query</u>	<u>Hit Count</u>	<u>Set Name</u>	
USPT,JPAB,EPAB,DWPI,TDBD	negotiation\$1 SAME term\$1	129	L2	reviewed twice
USPT,JPAB,EPAB,DWPI,TDBD	negotiation\$1	3240	L1	

2/9/1

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2000 The Gale Group. All rts. reserv.

03250084 Supplier Number: 46671254 (THIS IS THE FULLTEXT)

TRADE'ex Develops Java Compliant Electronic
Commerce Solution for Creating Wholesale Markets over the Internet
Internet Content Report, v1, n12, pN/A

Sept 1, 1996

Language: English Record Type: Fulltext

Document Type: Newsletter; General

Word Count: 277

TEXT:

TRADE'ex Electronic Commerce Systems, Inc. has developed two new Java Compliant solutions for the Commercial Marketplace. The first solution is the TRADE'ex Market Maker, which modernizes electronic commerce over the Internet by allowing governments, large companies, and trade associations to organize industry-wide markets bringing together multiple buyers and multiple sellers into one location on the Web. The Market Maker allows an organization to operate a live trading market over the Internet where multiple buyers and sellers can trade interactively. It gives buyers the options of purchasing directly from the prices on the screen or negotiating with sellers through a bid/ask feature. Sellers can also change prices directly on-screen, develop online promotions, and have multi-tiered price structures. Indepth product information can be accessed for any product and purchase orders are handled directly online. The "'backoffice" administrator version includes five modules

user, product, sales, management, accounting and reporting. And, because the user interface of the TRADE'ex Market Maker is written in Java, it is completely platform independent and the user is automatically presented with the latest version.

TRADE'ex also announces the development of the TRADE'ex Distributor, a business to business electronic commerce solution for companies looking to conduct wholesale transactions through their Website. With the TRADE'ex Distributor, wholesalers can negotiate, close and ship orders to their customer base through their Web site. The Distributor front-end includes a complete catalog module, fully showing customized price levels as well as full order tracking capabilities and account management features. The "backoffice" version includes five full feature modules: user, product, sales, management, accounting and reporting. Distributor is a/so Java Compliant. Visit <http://www.tradeex.com>.

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Communications Industry Research, Inc. P.O. Box 765 North Adams, MA
01247.

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PUBLISHER NAME: Communications Industry Researchers, Inc.

INDUSTRY NAMES: BUSN (Any type of business); TELC (Telecommunications)

2/9/2 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04767019 Supplier Number: 47017134 (THIS IS THE FULLTEXT)
10 Who Dared to Be Different: For World Wide Web-based buying and selling,
these sites stand out

Gibson, Stan

PC Week, p021

Jan 6, 1997

ISSN: 0740-1604

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Tabloid; General Trade

Word Count: 3404

TEXT:

You wouldn't build a gas station on a deserted cul-de-sac, would you?

The key to success in electronic commerce is not much different from that in any other business: Take advantage of your location.

In selecting our Top 10 E-commerce sites, we looked for those that took advantage of the World Wide Web--sites that empower the customer in ways that would not otherwise be possible.

So what are the online advantages we believe E-commerce providers must exploit? * Convenience. Let's state it this way: If a site makes the customer do more work than is required by a conventional counterpart, the site will not last long.

* Selection. Access to a huge inventory is one raison d'etre for E-commerce. Electronically, it's possible to make available far more merchandise, more economically, than is possible in a physical warehouse.

* User-friendliness. A site must be attractive enough for a user to want to visit, and it must guide the customer through the shopping and buying process. Sites should use wizards to anticipate a shopper's interests.

We have chosen not to rely on a left-brain quantitative approach by simply picking the sites that claimed the most transactions or highest dollar volume. Besides, such data is unreliable at this early stage. Instead, we visited the sites, evaluated their use of the Web and, where possible, made purchases to arrive at our judgments.

Sites that appeared to be subsets of current merchandise catalogs, with little unique value to the Web, did not rate high with us. As Erin Callaway's story (below) explains, there is likely to be an E-commerce shakeout this year. We believe the successful sites will be those that take advantage of the Web--not those that merely transpose a brick-and-mortar or catalog-shopping experience to the electronic environment.

Will you reach different conclusions from ours? Possibly. We look forward to hearing from you. Tell me your Top 10.

This Excursion Is One Worth Taking

We ventured far and wide across the Internet, and Expedia stood out like a landmark. The best of an innovative class of travel sites, Expedia covers a lot of territory, from reserving hotel rooms and rental cars to purchasing airline tickets.

The site sports a friendly and fun itinerary-based interface. It also includes a Fare-Tracker feature, which sends a user E-mail messages about low-cost flights to favorite destinations. Travel Dispatch is a digest of news stories that might affect your travel plans. Also included are links to weather sites, a currency converter, an adventure magazine and forums where users can share travel tips. The site also includes frequent flier mile deals and some discounts.

Expedia is funded by banner-style advertising revenue, its yellow

pages directory and the percentage it takes from bookings made on the site. It's free to the consumer and, after only a few months' operation, is generating \$3 million per month.

Microsoft Corp. supports the online booking experience with copious E-mail addresses, fax numbers and 800 numbers; one never has the feeling of being abandoned at any step of the way. In our view, it beats competitors www.travelocity.com and www.travelweb.com because of superior features and user-friendliness.

Expedia creates a whole travel experience from exploring destinations to browsing accommodations. And it lets customers set their own priorities: For example, a user can select price as the overriding consideration.

Rich Barton, lead product manager, and Josh Herst, product manager, launched the site in October. Not surprisingly, it was developed in-house using Microsoft tools: BackOffice, Windows NT Server, Internet Information Server and SQL Server.

Take Stock in Your Financial Planning

Personal investing, like travel planning, is well-suited to the World Wide Web. E*Trade is an online investing site that takes advantage of the Web to let investors access a wealth of individual stock data. E*Trade masterminds Pam Kramer, vice president of product marketing, and David Ewing, CIO, have brought to the site basic company information, charts showing a stock's performance history, up-to-the-minute stock quotes and earnings estimates.

Although eschewab, the electronic wing of the Charles Schwab & Co. discount brokerage, is a very strong site, E*Trade's excellent news feature won us over. Users can click on hypertext links to online news sources and type in the names of companies to receive breaking news on those firms.

E*Trade also boasts a lower per-trade cost--\$14.95 or \$19.95 per trade--than other sites, and all of the resources on the site are free. Once the user purchases the stock, a receipt is sent back within seconds.

For E*Trade, there is no retreat from online: The Palo Alto, Calif., company is entirely virtual and has no conventional brokerage counterpart. Active since February 1996, E*Trade has 50,000 active accounts, quarterly revenues of \$17 million, from \$7 million to \$10 million in new deposits every day and \$2.8 billion in customer assets, according to company officials.

E*Trade was built with CGI (Common Gateway Interface) programs written in C++; Web pages were built using Front Page; Symantec Corp.'s Cafe is being used to develop Java applets.

Before You Sign on That Dotted Line...

General Electric set up this web site in 1994 so its vendors could easily and quickly make bids on GE electronics components contracts. It has since broadened into a secure public online commerce network linking suppliers and buyers and has a suite of tools for conducting interactive negotiations.

The site is focused on industrial commodities such as metalwork, plastic parts, chemicals, packaging, computer parts and electronics. In 1995, GE put \$250 million worth of business up for bid to approximately 800 participating suppliers and pledged to spend \$1 billion through this site in 1996.

The site benefits both GE and its suppliers: GE gets more companies competing for its business, while the suppliers incur lower selling costs.

The site has three key components:

1. Negotiation: After using the site successfully for its own purposes, GE opened it up to businesses large and small as a place to conduct negotiations online. There is a fee to buyer companies for participating.

2. Ordering: Through TPN (Trading Process Network) Mart, buyers can browse an electronic catalog of goods and services, generate electronic purchase orders and, in the case of Fortune 1,000 companies, pay for their purchases with the Procurement Card, an electronic credit card. Smaller companies that do not yet have the ability to receive electronic funds get paid the old-fashioned way.

3. Web services: Smaller companies can sign up with GEIS to create their Web sites. They fill out a few simple electronic forms, choose colors

and backgrounds, put their goods in the TPN Mart electronic catalog and voila--instant E-commerce.

Orville Bailey, director of marketing, global purchasing and supplier productivity solutions at GE, based in Stamford, Conn., initially had the vision to put the TPN on the Internet. In the second quarter of 1995, he began putting together a team, including Gary Hare, manager of product development for global purchasing and supplier productivity solutions, to make his vision happen. Hare's staff used Java, JavaScript, HTML and Perl.

A Bookstore That's Truly One in a Million

Amazon.com was conceived entirely for the online experience, and it shows. It's a comprehensive bookstore that claims to offer more than 1.1 million titles. Those million books aren't stored in an abandoned Boeing hangar somewhere; instead, Seattle-based Amazon.com electronically contacts publishers when it receives orders for their books. Their business model delivers value in ways uniquely enabled by the Web--they're more than just an electronic implementation of a book store.

Amazon.com is a "high-touch" site that is engineered with the customer in mind. It allows you to browse but also provides significantly more information than you could receive at a conventional bookstore. Amazon.com provides book jacket synopses and review blurbs, for example. Amazon.com will notify you by E-mail when its intelligent agents uncover a new title by an author you like. You can also join chat groups dedicated to specific genres, such as science fiction or mystery.

Customers add and remove products from a virtual shopping basket as they meander through the store. One click will purchase the lot when you're done.

The site was in production for a year before "opening its doors" in July 1995. It was built in-house in C and C++, and uses Oracle as its database manager and Netscape Communications Corp.'s Secure Commerce Server.

Dealers' Delight: Auto Cyberlot

Manheim Online, from Manheim Auctions, a division of Cox Enterprises Inc., brings the Web to the used automobile supply chain--the network of auto makers, banks, leasing companies, rental companies and users of fleet vehicles--that buy and sell millions of vehicles annually.

Unless you are an auto dealer, you won't be able to venture too deeply into this site. We took a tour, courtesy of Manheim.

The largest automobile auction company in the world--the value of its annual inventory is \$20 billion--Manheim takes possession of a car from the seller and handles all the administrative and title work and any reconditioning to prepare the car for auction.

Now, used car dealers who want to buy cars from Manheim, based in Atlanta, can do so using this site on the Web; an online auction feature is expected this year. The auction feature will be expanded to include live video.

Dealers visit "cyberlots" to gain information on vehicles such as make, model and price. There are pictures of the cars so dealers can see any damage as well. Since the ability to buy cars online means that a dealer in Kansas might buy a car from a supplier in San Francisco, there is also information about transportation companies.

A buyer fills out an online order form. At Manheim's end, a contract is automatically faxed and E-mailed to the dealer. The purchase is complete when the dealer signs the contract and mails it back with payment.

Although this site does not yet include the exchange of money over the Net, we have selected it because it breaks new ground in using the Web to circulate the nation's automotive stock--bringing auto buyers and sellers together as never before.

Established in February 1996, the site is expected to be profitable in 1997. The site charges users transaction fees, although Manheim declined to disclose the fee structure.

Manheim Online's HTML pages are both static and dynamically generated by CGI scripts written in Perl and C. Shockwave and JavaScript also were used. Netscape Secure Commerce software runs on a Sun Microsystems Computer Co. SPARCserver. A Microsoft SQL Server database on Windows NT talks to an IBM AS/400 on the back end.

Ralph Lineado, senior vice president of development, conceived the idea for the Web site and has overall responsibility for it. Steve Crawford, software development manager, was a key member of the design team and is currently in charge of managing the site.

How to Snap Up Pictures in a Flash

PhotoDisc provides digitized stock photography over the Internet for use by design firms, publications and advertising agencies. Customers can view, order and receive any of 50,000 images, the largest collection of royalty-free digital stock photography on the Internet, according to PhotoDisc Inc. officials in Seattle.

PhotoDisc takes advantage of the Web by the size of its inventory and by tracking the preferences of more than 30,000 customers and sending them E-mail regarding new images that suit their interests.

The site uses the Virage Image Engine, a visual information retrieval engine from Virage Inc., in San Mateo, Calif. It asks customers to rate picture attributes, such as color, texture, structure and composition, and uses the ratings to help narrow customer searches.

Because the images are royalty-free, customers pay only once--from \$10 to \$190--for unlimited use, rather than each time an image is used. The site eliminates the cost of fulfillment--the shipping of a photo or disk--which keeps costs below conventional alternatives. Sales are \$300,000 per month, officials claim.

The PhotoDisc Web site, which went live in October 1995, was built with OneServer, a Web E-commerce software platform from Connect Inc. A creative team from Studio Archetype Inc. (formerly Clement Mok Designs) in San Francisco helped build the site.

Tom Hughes, president, and Bill Heston, vice president of business development, took the lead in pushing PhotoDisc's services onto the Web. PhotoDisc officials estimate that if the site were built today from scratch, it would cost about \$1.5 million. PhotoDisc expects to have more than 100,000 images by January 1998, they added.

Liquidation Sale: Everything Must Go

Where else but on the Web could you bid against millions of shoppers for a wide range of deeply discounted products? At Internet Liquidators (www.internetliquidators.com), shoppers participate in a real-time Dutch auction. Rather than bidding on products as prices increase, in a Dutch auction, products are sold for a specific period of time during which prices gradually drop. The longer shoppers wait, the lower the prices they'll pay. The risk, however, is that other shoppers will snap up bargains first.

What's unique about Internet Liquidators is that shoppers can see current auction status information as it changes. The site continuously shows the current price on the item, the number of units remaining and the time left. Most auctions run less than an hour.

A wide range of products is available, from gourmet foods to computer equipment and CD-ROM sets to athletic gear. In all, there are 20 categories of products, which are shipped in 14 to 21 days.

Shoppers seeking a more traditional experience also can buy items from an online mall or a conventional top-bid auction.

The site went live in the United States in July and is attracting several thousand visitors daily, according to co-founder Jeff Lymburner. The company won't discuss revenues. Lymburner, like his co-founder Paul Godin, came to the Web from a consumer electronics background. Godin got the idea when he bought something at a mall site and found it boring.

Internet Liquidators, a 12-person Toronto-based company, uses an internally developed real-time transaction engine to manage the site. Company officials said the software, running mainly on Digital Equipment Corp. Alpha hardware, can handle hundreds of simultaneous transactions.

The Sounds of Music From to Rock to Bach

There is stiff competition among sites selling compact disks, but this one is our winner because it caters to both the occasional buyer and the hard-core music hound. Moreover, its features are so compelling, it could convert the casual visitor into a repeat buyer, thus expanding the home entertainment market.

Visitors can search for CDs from a database of approximately 200,000

artists by sampling sound bites. They also can sign up for an E-mail newsletter that will send weekly alerts about concert news releases and artists in music genres selected by the customer.

There is information on new releases, links to current music charts, links to music industry magazines, E-mail lists for discussions about artists or groups and online fan clubs.

CD Universe's most outstanding feature is its search capability. At the home page, you can browse through nine genres--rock, classical, jazz, R&B, country, world, miscellaneous and, seasonally, Christmas--or you can enter an artist's name, album or song title.

When you search on an artist, for example, you'll get a list of everything in stock by that artist: domestics, imports, singles and videos. In addition, you get a link to Biography, which gives you the All Music Guide biography on that artist. Within Biography, you get a link to Style. If your artist is in alternative pop/rock, for example, you click on Style and get a list of 20 other top alternative rock choices from different groups.

In addition, when you search on a particular artist, you also get a link called Roots and Similar: the other bands the artist has been associated with and other bands that are in that same genre that you might like. Click on them, and you'll get the same kind of listing of albums, singles and videos, all of which you can immediately put into your shopping basket.

When you click on the title of an album, you get price, genre, style (with links), two ratings, street date for when the album was first available, running time and label. You also get a review from AMG and a listing of each track on the album with the run time and the artists performing on that track.

CD Universe officials from Wallingford, Conn., said the site's traffic more than doubled between August and October 1996, and they expect the site to be profitable--recovering development, maintenance and marketing costs--by the end of the first year of operation in April.

Charles Beilman, president, wrote the software for the site using Visual Basic, CGI, Perl and Java. Gary Kaloski, database manager, integrated the product database and the All Music Guide database. The site runs on Netscape Communications Corp.'s Commerce Server.

A Vintage Site For Wine and Food

We've got a soft spot for wines, so it would be hard for us to leave Virtual Vineyards off our list. But this site has earned its Top 10 standing because it was a Web pioneer that blazed a trail for online retail followers.

Virtual Vineyards claims to have completed the first secure electronic transaction soon after the site launched in January 1995, using a beta version of Commerce Server from Netscape.

The site also set standards for user-friendliness, offering detailed information on the 500 wine and food products in stock and guiding the customer through the shopping experience.

"I developed an outcome-oriented, quick-trace navigation scheme to facilitate sales," said Harry Max, a company founder and Webmaster. "It's a very specific model so that every single page meets a certain set of criteria for navigation. ...That prevents the user from getting lost, so they always know what their options are." Customers who don't want to browse don't have to: They can go straight to an order form.

The wine shop was set up to help buyers make choices, such as red or white, or California or French, Max said. But the food shop was designed to be a "serendipitous experience" because people "tend to wander around and pick out things they like when they're shopping for gourmet foods," he said. Food browsers will find exotic fare such as smoked salmon, caviar, organic maple syrup, rack of lamb, Belgian chocolates and mango cilantro chutney.

Max won't disclose exact figures but said the site receives thousands of visitors per day and has grown 20 percent per month. Last year, Virtual Vineyards did about three times the volume of the previous year, Max estimated. The typical order is \$100.

The site, which cost \$2 million to construct, was built entirely with

custom-designed transaction technology and was written in Perl and CGI, although Java is now coming into play, said Max.

The Fast Route To Web Sales

The information highway is largely paved with Cisco Systems Inc. routers. So it's fitting that Cisco has built an outstanding E-commerce function in its Cisco Connection Web site.

"We've found that 97 percent of our customers have access to the World Wide Web and between 60 percent and 70 percent use it more than once a week," said Chris Sinton, director of Cisco Connection, in San Jose, Calif. Preaching to the converted makes sense: From July through November, \$100 million in orders were taken. Cisco expects to handle \$650 million in orders over the next year.

The Commerce Agent is perhaps the site's most outstanding feature. Customers can enter profiles of themselves, configure products and check on the status of their orders using the agent. Customers have used the site to check order status 45,000 times. "That's 45,000 customer service calls we didn't have to answer," said Sinton.

The site also has a very useful search function that combs through Cisco's inventory of 12,600 products.

Although literature, documentation and software can be purchased by anyone, Cisco networking hardware is sold only to current customers. Some 8,100 have registered so far.

The site was built using Netscape's Secure Commerce server on a SunSoft Inc. Solaris server and accesses data from Oracle Corp. enterprise resource planning applications. The Web site was developed in-house by Cisco on Unix using HTML and C. No special tools were available when work began, Sinton said.

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Pioneering Reseller Sites

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Aztec Direct

(<http://www.azteq.com>)

Originally a mail-order company with a printed catalog, Aztec Direct gained reseller pioneer status by dumping its catalog and switching to the Internet in May 1995. Aztec Direct offers more than 30,000 hardware and software items. Special features include a company-branded debit card and a custom-designed system called "I- check" for clearing checks. For deliveries, the company combines a drop-ship system with 11 warehouses across the country to provide two -day delivery on most products.

CompUSA

(<http://www.compusa.com>)

CompUSA's Internet site transposes its product catalog online. Rather than encouraging electronic business, however, this site is geared toward stimulating telephone sales; the company refers surfers to its toll-free number to place an order. A CompUSA sales representative will phone customers who enter an order online to confirm the order and request their credit card number.

CyberGold

(<http://www.cybergold.com>)

CyberGold's slick Web site is pioneering a unique aspect of electronic commerce. The company plans to pay consumers to "watch" ads online. This approach combines lead prospecting with cash incentives. Consumers browse ads in detail and then are asked to complete a questionnaire to verify that they actually read the ad. Vendors agree to pay a set price to CyberGold for each verified consumer. CyberGold basically splits the vendor fees with the consumers. For example, if a vendor pays \$1 for each verified consumer , both CyberGold and the consumer receive 50 cents.

Cyberian Outpost

(<http://www.cybout.com>)

Cyberian Outpost may not offer the largest list of products for sale, but what it lacks in quantity it makes up in quality. This well -organized site has been around since May 1995-a relatively long period in Internet time. Cyberian Outpost offers software and hardware for Macintosh, PCs and Personal Digital Assistants. Special features include multilingual versions in Italian, Japanese, French, Spanish, German, Dutch and Portuguese, and a currency converter.

Internet Shopping Network

(<http://www.isn.com>)

Internet Shopping Network (ISN) is the computer counterpart to cable TV's Home Shopping Network, the brainchild of media magnate Barry Diller. ISN offers more than 35,000 hardware and software products. Aside from a World Wide Web site, ISN sells through major online services, including America Online, CompuServe and Prodigy. Innovative features include a partnership with Online Interactive's atOnce Software stores,

which lets customers buy and download more than 900 different software titles.

OnSale

(<http://www.onsale.com>)

OnSale is an online auction house that offers computer hardware and software, as well as items such as consumer electronics and car stereos. Products listed tend to be close-outs or those at the end of their product life cycle. Everything is auctioned using a variety of formats. In the Yankee Auction, a number of identical items are offered for sale simultaneously and go to the highest bidder. In the Dutch Auction, a number of identical items are offered and sold at the lowest successful bidder's price. In the Standard Auction, single items go to the highest bidder. And in the Buy or Bid format, customers can buy an item at its asking price or make a lower bid, which can be accepted at the discretion of the merchant.

Software.Net

(<http://www.software.net>)

Software.net is the online-commerce division of CyberSource, offering more than 20,000 software products from 600-plus publishers. The company sells software for Windows, DOS, Macintosh, OS/2 and Unix, and offers electronic fulfillment and downloading from leading publishers, including Microsoft Corp., IBM Corp., Novell Inc., Symantec Corp., Claris Corp., NetManage Inc. and Quarterdeck Corp. The reseller provides telephone support to customers for many of the products it sells. It also works with corporate clients, traditional resellers and distributors.

TRADE'ex

(<http://www.tradeex.com>)

Trade'ex offers an innovative product exchange aimed at resellers. Using Java technology, the company has created Trade'ex Market Maker and Trade'ex Distributor to facilitate online purchases. A unique Bid/Ask exchange lets buyers communicate with sellers online to negotiate special prices.

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TRADE'ex Introduces E-Commerce Software for Procurement,

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NEW YORK--(BUSINESS WIRE)--April 28, 1998--GARTNER iEC CONFERENCE
Electronic Market Software Maximizes Return on Investment Through
End-to-End Commerce-Chain Integration

TRADE'ex Electronic Commerce Systems Inc. today announced
the immediate availability of the **TRADE'ex** e-Market Suite
(TeMS), designed for companies that want to use the Internet, intranets and
extranets to streamline operational processes, and reduce the cost of
buying and selling goods and services.

Built on a multi-tier, component-based network application
architecture, TeMS is written in the Java programming language and
JavaBeans, scales to thousands of simultaneous users, and includes new
versions of the award winning **TRADE'ex** Procurement, **TRADE**
'ex MarketMaker and **TRADE'ex** Distributor
applications.

Separately, **TRADE'ex** also announced new partnerships with
shipping giant United Parcel Service and universal catalog and content
provider Requisite Technologies Incorporated. **TRADE'ex** also
announced it has completed a second round of venture funding totaling more
than \$7.5 million.

"Only **TRADE'ex** offers a common e-market platform and no
one beats us on flexibility and extensibility," said Daniel Aegerter,
chairman and chief executive officer, **TRADE'ex**. "During the
past year, we have expanded our management team, signed new customers and
partners, and leveraged the most current Java technologies to enhance our
e-market network application architecture. We're ready for rapid growth and
to take the leadership position in the enterprise e-commerce market."

Electronic Market Software

Unlike web-based procurement front-ends and supplier-based catalog
solutions, which are limited by their one-sided view of e-commerce,
e-market software integrates all the underlying components required to
empower both buyers and suppliers, and extend self-service processes and
interaction across the entire commerce-chain. The primary components
required to construct an electronic market include: Web front-ends,
electronic catalogs, market application features, specialized e-commerce
extensions such as shipping cost and tracking components, security and
payment authentication modules, and open Internet and EDI transaction
protocol connectors. At the market application feature level, electronic
market software must provide advanced features such as sophisticated
cross-organizational hierarchies, user-level rules and permissions, event
driven workflow, market costing administration, and a self-configuring user
interface. In addition, all workflow, hierarchies, permissions and business
rules can be managed from an integrated, browser-based management
interface.

"Whether a company is deploying an internal procurement solution or
building a multi-buyer, multi-seller online marketplace, ultimately what

they care about is creating markets that maximize efficiencies of interactions to reduce operating and transaction costs," said Jon Corshen, vice president of product marketing, TRADE' ex. "The TRADE' ex e-Market Suite is the only commerce platform that provides the comprehensive features required to create true Internet-, intranet- and extranet-enabled cross-enterprise electronic markets."

TRADE' ex e-Market Suite

The TRADE' ex e-Market Suite includes a highly scalable architecture and TRADE' ex Procurement, TRADE' ex MarketMaker, and TRADE' ex Distributor applications. The TRADE' ex architecture is built on an open platform, utilizing component-based Java technologies that provide unmatched extensibility, performance and security, and easily extend ERP and legacy computing systems.

"The TRADE' ex architecture and Procurement, MarketMaker and Distributor applications clearly demonstrate that the Java platform is the enterprise environment for the future," said Mark Tolliver, vice president of market development, Sun Microsystems Inc. "Java and JavaBeans made it possible for TRADE' ex to create this highly scalable next-generation self-service solution."

The TRADE' ex e-Market software has been recognized by the industry for its outstanding design and performance. Recent awards include:
-0-

-- Best of Show - Electronic Commerce Application - Internet World, Spring '98

-- Best of Class - Procurement & Administration application - ICE, Spring '98

-0-

"The TRADE' ex e-Market Suite is an excellent example of how business can be enhanced by the marriage of e-commerce and the Web," said Josh Greenbaum, senior consultant at Hurwitz Group, Framingham, MA. "The TRADE' ex product and architecture can improve the efficiency of trade in an organization and help businesses achieve significant cost savings."

TRADE' ex Procurement

Designed for companies that want to automate and streamline end-to-end enterprise procurement processes for operational goods and services, the new version of TRADE' ex Procurement utilizes corporate intranets and extranets to create an internal electronic market. It streamlines end-to-end processing through comprehensive functions such as desktop requisitioning with advanced cataloging, online multi-supplier sourcing and order creation, desktop receiving, and browser-based query and reporting.

TRADE' ex Procurement allows buyers to establish organizational business and workflow rules at the enterprise or divisional level, and to establish user-permissions and profile defaults at the individual user-level. TRADE' ex Procurement software easily integrates with and extends back-office systems, enables self-service desktop automation and enhances interaction between end users and suppliers to reduce acquisition, product, and carrying costs associated with corporate MRO or operational resource expenditures.

TRADE' ex MarketMaker

TRADE' ex MarketMaker is targeted at leading consortiums, franchises and vertical industry community developers who want to enable sophisticated, multi-buyer, multi-supplier online marketplaces that automate all dynamic buyer-to-supplier trading processes. Key TRADE' ex MarketMaker features include: real-time online negotiations and auctions, sophisticated one-to-one pricing with multi-level price breaks, and cross-organizational hierarchy and participation management rules. Leading online community creators such as Plastics.Net and Trade Compass are adopting TRADE' ex MarketMaker to turn communities into fully interactive electronics markets. In addition, MarketMaker hosts can resell TRADE'

ex Procurement to community buyers that want to create internal procurement markets private subsets of the overall marketplace, while retaining access to the central market for sourcing and one-time buying requirements.

TRADE' ex Distributor

TRADE' ex Distributor is a supplier-based solution that enables medium-to-large distributors to share online pricing, availability and extended product information with both resellers and customers. Unlike simple catalog-based solutions, **TRADE' ex Distributor** creates a buyer-centric metaphor that empowers customers to establish their own unique process rules, permission hierarchies and customizable workflow. **TRADE' ex Distributor** can be used by the enterprise, and its resellers or brokers to effectively refine the sales process, reducing costs of sales and increasing overall customer service levels.

Pricing and Availability

The new versions of **TRADE' ex Procurement** 2.3 and **TRADE' ex MarketMaker** 4.0 are available immediately. **TRADE' ex Distributor** 2.0 will be available this summer. Applications are individually priced based on self-service user packs. Implementation services are available through the **TRADE' ex Professional Services Group** and through **TRADE' ex** authorized service providers. Early customers report a license-to-service-ratio of less than one-to-one. For more information, call 1-888/4TRADEX or visit www.tradeex.com.

About TRADE' ex Electronic Commerce Systems, Inc.

TRADE' ex makes electronic commerce software for businesses that want to use the Internet, intranets and extranets to streamline operational process and reduce the cost of buying and selling goods and services. The **TRADE' ex e-Market Suite (TeMS)** is comprised of the company's component-based network application architecture, and **TRADE' ex Procurement**, **TRADE' ex MarketMaker** and **TRADE' ex Distributor** applications. **TRADE' ex** is a privately held venture-backed company headquartered in Tampa, Florida with offices in San Francisco and Atlanta. -0-

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Cross Atlantic fund invests in TradeAccess - 2000-02-03 - Philadelphia

...Cross Atlantic fund invests in TradeAccess Thursday: Batteries, Batteries...

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www.amcity.com/philadelphia/stories/2000/01/31/daily32.html - Cached - 16k - GoogleScout

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...tradeaccess.com/cii/cii.htm Securities and Exchange Board Of India ...[Back Issues] India News June 12, 1997 (No. 6/97) I. NEWS FROM...
www.docuweb.ca/India/news/9706.html
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www.educationplanet.com/search/Education/Vocational_Resources/Automotive/Organizations/startat10/
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www.univ-nancy2.fr/CEAA/CRESAB/India-poli-eco.html
- [Online Asian Sourcing Tool - Purchasing - 11/24/97](#)
...Emerging Markets, Inc. provides the TradeAccess Web site that allows ...export sales and items exported. TradeAccess is actually not a single...
purchasing.about.com/business/purchasing/library/weekly/aa112497.htm
- [basiafu](#)
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The "AND" operator is unnecessary – we do an AND of all search terms by default. [\[details\]](#)

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Set	Items	Description	
S1	87	MARKE MAKER AND TRADE? AND NEGOTIAT? AND PY<=1998	
S2	51	RD (unique items)	
S3	9	S2 AND ((TRADE()EX) OR TRADEEX OR (EMERGING()MARKETS))	viewed
File	15:ABI/INFORM(R)	1971-2000/Mar 15 (c) 2000 Bell & Howell	
File	16:Gale Group PROMT(R)	1990-2000/Mar 17 (c) 2000 The Gale Group	
File	20:World Reporter	1997-2000/Mar 17 (c) 2000 The Dialog Corporation plc	
File	47:Gale Group Magazine DB(TM)	1959-2000/Mar 17 (c) 2000 The Gale group	
File	75:TGG Management Contents(R)	86-2000/Mar W1 (c) 2000 The Gale Group	
File	88:Gale Group Business A.R.T.S.	1976-2000/Mar 17 (c) 2000 The Gale Group	
File	148:Gale Group Trade & Industry DB	1976-2000/Mar 17 (c) 2000 The Gale Group	
File	180:Federal Register	1985-2000/Mar 16 (c) 2000 format only The DIALOG Corp	
File	268:Banking Information Source	1981-1999/Nov W2 (c) 1999 Bell & Howell	
File	275:Gale Group Computer DB(TM)	1983-2000/Mar 17 (c) 2000 The Gale Group	
File	484:Periodical Abstracts Plustext	1986-2000/Jan W2 (c) 2000 Bell & Howell	
File	485:Accounting and Tax Database	1971-1999/Nov W2 (c) 1999 Bell & Howell	
File	492:Arizona Repub/Phoenix Gaz	1986-2000/Feb 16 (c) 2000 Phoenix Newspapers	
File	497:(Ft.Lauderdale)Sun-Sentinel	1988-2000/Mar 16 (c) 2000 Sun-Sentinel Co	
File	553:Wilson Bus. Abs. FullText	1982-1999/Sep (c) 1999 The HW Wilson Co	
File	608:KR/T Bus.News.	1992-2000/Mar 17 (c) 2000 Knight Ridder/Tribune Bus News	
File	609:Bridge World Markets News	1989-1999/Dec 31 (c) 1999 Bridge	
File	621:Gale Group New Prod.Annou.(R)	1985-2000/Mar 17 (c) 2000 The Gale Group	
File	623:Business Week	1985-2000/Mar W2 (c) 2000 The McGraw-Hill Companies Inc	
File	624:McGraw-Hill Publications	1985-2000/Mar 16 (c) 2000 McGraw-Hill Co. Inc	
File	632:Chicago Tribune	1985-2000/Mar 17 (c) 2000 Chicago Tribune	
File	635:Business Dateline(R)	1985-2000/Mar 17 (c) 2000 Bell & Howell	
File	636:Gale Group Newsletter DB(TM)	1987-2000/Mar 17 (c) 2000 The Gale Group	
File	649:Gale Group Newswire ASAP(TM)	2000/Mar 17 (c) 2000 The Gale Group	
File	654:US Pat.Full.	1990-2000/Mar 14 (c) format only 2000 The Dialog Corp.	
File	775:EdgarPlus(TM)-Reg. Statements	2000/Mar 17 (c) 2000 Disclosure Inc	
File	790:Tax Notes Today	1986-2000/Mar 17 (c) 2000 Tax Analysts	

3/17/01
C. H.

File 810:Business
(c) 1999

1986-1999/Feb 28
ss Wire

317/10
cm

Your SELECT statement is:

s (tradeaccess? or (trade()access?)) and B2B

Items	File
1	9: Business & Industry(R) Jul/1994-2000/Mar 17
2	16: Gale Group PROMT(R) 1990-2000/Mar 17
Examined	50 files
Examined	100 files
1	148: Gale Group Trade & Industry DB_1976-2000/Mar 17
Examined	150 files
1	211: Gale Group Newsearch(TM) _2000/Mar 17
Examined	200 files
Examined	250 files
Examined	300 files
Examined	350 files
Examined	400 files
2	613: PR Newswire 1999-2000/Mar 17
2	621: Gale Group New Prod.Annou.(R) _1985-2000/Mar 17
Examined	450 files
1	649: Gale Group Newswire ASAP(TM) _2000/Mar 17
Examined	500 files
Examined	550 files

7 files have one or more items; file list includes 572 files.

3/7/02
CMD

Your SELECT statement is:
s TradeAccess? and py<=1997

Items	File
3	16: Gale Group PROMT(R)_1990-2000/Mar 17
1	47: Gale Group Magazine DB(TM)_1959-2000/Mar 17
Examined	50 files
Examined	100 files
3	148: Gale Group Trade & Industry DB_1976-2000/Mar 17
Examined	150 files
1	256: SoftBase:Reviews,Companies&Prods._85-2000/Feb
Examined	200 files
1	275: Gale Group Computer DB(TM)_1983-2000/Mar 17
Examined	250 files
Examined	300 files
Examined	350 files
Examined	400 files
1	625: American Banker Publications_1981-2000/Mar 17
2	636: Gale Group Newsletter DB(TM)_1987-2000/Mar 17
Examined	450 files
1	649: Gale Group Newswire ASAP(TM)_2000/Mar 17
Examined	500 files
Examined	550 files
2	810: Business Wire_1986-1999/Feb 28
3	813: PR Newswire_1987-1999/Apr 30

10 files have one or more items; file list includes 572 files.
One or more terms were invalid in 100 files.

3/17/1
9/17

Set	Items	Description
S1	18	TRADEACCESS? AND PY<=1997
S2	13	RD (unique items) <i>viewed</i>
S3	2	S2 AND NEGOT? <i>viewed</i>
File 16:	Gale Group PROMT(R)	1990-2000/Mar 17 (c) 2000 The Gale Group
File 47:	Gale Group Magazine DB(TM)	1959-2000/Mar 17 (c) 2000 The Gale group
File 148:	Gale Group Trade & Industry DB	1976-2000/Mar 17 (c) 2000 The Gale Group
File 256:	SoftBase:Reviews,Companies&Prods.	85-2000/Feb (c) 2000 Info.Sources Inc
File 275:	Gale Group Computer DB(TM)	1983-2000/Mar 17 (c) 2000 The Gale Group
File 625:	American Banker Publications	1981-2000/Mar 17 (c) 2000 American Banker
File 636:	Gale Group Newsletter DB(TM)	1987-2000/Mar 17 (c) 2000 The Gale Group
File 649:	Gale Group Newswire ASAP(TM)	2000/Mar 17 (c) 2000 The Gale Group
File 810:	Business Wire	1986-1999/Feb 28 (c) 1999 Business Wire
File 813:	PR Newswire	1987-1999/Apr 30 (c) 1999 PR Newswire Association Inc

317k
G17

Your SELECT statement is:

s tradeaccess? and (commercial()relationship()management?)

Items	File
-----	-----
Examined	50 files
Examined	100 files
Examined	150 files
Examined	200 files
Examined	250 files
Examined	300 files
Examined	350 files
Examined	400 files
Examined	450 files
Examined	500 files
Examined	550 files

No files have one or more items; file list includes 572 files.

3/17/00

217

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 1. Document ID: US 6029195 A

Entry 1 of 26

File: USPT

Feb 22, 2000

No
US-PAT-NO: 6029195

DOCUMENT-IDENTIFIER: US 6029195 A

TITLE: System for customized electronic identification of desirable objects

[Full](#) | [Title](#) | [Citation](#) | [Front](#) | [Review](#) | [Classification](#) | [Date](#) | [Reference](#) | [Claims](#) | [KWMC](#) | [Image](#) 2. Document ID: US 5918222 A

Entry 2 of 26

File: USPT

Jun 29, 1999

No
US-PAT-NO: 5918222

DOCUMENT-IDENTIFIER: US 5918222 A

TITLE: Information disclosing apparatus and multi-modal information input/output system

[Full](#) | [Title](#) | [Citation](#) | [Front](#) | [Review](#) | [Classification](#) | [Date](#) | [Reference](#) | [Claims](#) | [KWMC](#) | [Image](#) 3. Document ID: US 5903902 A

Entry 3 of 26

File: USPT

May 11, 1999

No
US-PAT-NO: 5903902

DOCUMENT-IDENTIFIER: US 5903902 A

TITLE: Design engine with tree and component structure

[Full](#) | [Title](#) | [Citation](#) | [Front](#) | [Review](#) | [Classification](#) | [Date](#) | [Reference](#) | [Claims](#) | [KWMC](#) | [Image](#) 4. Document ID: US 5895477 A

Entry 4 of 26

File: USPT

Apr 20, 1999

No
US-PAT-NO: 5895477

DOCUMENT-IDENTIFIER: US 5895477 A

TITLE: Design engine for automatic layout of content

[Full](#) | [Title](#) | [Citation](#) | [Front](#) | [Review](#) | [Classification](#) | [Date](#) | [Reference](#) | [Claims](#) | [KWMC](#) | [Image](#) 5. Document ID: US 5895476 A

Entry 5 of 26

File: USPT

Apr 20, 1999

US-PAT-NO: 5895476

DOCUMENT-IDENTIFIER: US 5895476 A

TITLE: Design engine for automatic reformatting for design and media

[Full](#) | [Title](#) | [Citation](#) | [Front](#) | [Review](#) | [Classification](#) | [Date](#) | [Reference](#) | [Claims](#) | [KMC](#) | [Image](#)

6. Document ID: US 5867144 A

Entry 6 of 26

File: USPT

Feb 2, 1999

WD

US-PAT-NO: 5867144

DOCUMENT-IDENTIFIER: US 5867144 A

TITLE: Method and system for the direct manipulation of information, including non-default drag and drop operation

[Full](#) | [Title](#) | [Citation](#) | [Front](#) | [Review](#) | [Classification](#) | [Date](#) | [Reference](#) | [Claims](#) | [KMC](#) | [Image](#)

7. Document ID: US 5862325 A

Entry 7 of 26

File: USPT

Jan 19, 1999

WD

US-PAT-NO: 5862325

DOCUMENT-IDENTIFIER: US 5862325 A

TITLE: Computer-based communication system and method using metadata defining a control structure

[Full](#) | [Title](#) | [Citation](#) | [Front](#) | [Review](#) | [Classification](#) | [Date](#) | [Reference](#) | [Claims](#) | [KMC](#) | [Image](#)

8. Document ID: US 5848429 A

Entry 8 of 26

File: USPT

Dec 8, 1998

WD

US-PAT-NO: 5848429

DOCUMENT-IDENTIFIER: US 5848429 A

TITLE: Object-oriented global cursor tool which operates in an incompatible document by embedding a compatible frame in the document

[Full](#) | [Title](#) | [Citation](#) | [Front](#) | [Review](#) | [Classification](#) | [Date](#) | [Reference](#) | [Claims](#) | [KMC](#) | [Image](#)

9. Document ID: US 5818447 A

Entry 9 of 26

File: USPT

Oct 6, 1998

WD

US-PAT-NO: 5818447

DOCUMENT-IDENTIFIER: US 5818447 A

TITLE: System and method for in-place editing of an electronic mail message using a separate program

[Full](#) | [Title](#) | [Citation](#) | [Front](#) | [Review](#) | [Classification](#) | [Date](#) | [Reference](#) | [Claims](#) | [KMC](#) | [Image](#)

10. Document ID: US 5812862 A

Entry 10 of 26

File: USPT

Sep 22, 1998

WD

US-PAT-NO: 5812862

DOCUMENT-IDENTIFIER: US 5812862 A

TITLE: Computer-human interface system for compound documents

[Full](#) | [Title](#) | [Citation](#) | [Front](#) | [Review](#) | [Classification](#) | [Date](#) | [Reference](#) | [Claims](#) | [KMC](#) | [Image](#)

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11. Document ID: US 5787262 A

Entry 11 of 26

File: USPT

Jul 28, 1998

US-PAT-NO: 5787262

DOCUMENT-IDENTIFIER: US 5787262 A

TITLE: System and method for distributed conflict resolution between data objects replicated across a computer network

[Full](#) | [Title](#) | [Citation](#) | [Front](#) | [Review](#) | [Classification](#) | [Date](#) | [Reference](#) | [Claims](#) | [KWMC](#) | [Image](#)

12. Document ID: US 5754939 A

Entry 12 of 26

File: USPT

May 19, 1998

US-PAT-NO: 5754939

DOCUMENT-IDENTIFIER: US 5754939 A

TITLE: System for generation of user profiles for a system for customized electronic identification of desirable objects

[Full](#) | [Title](#) | [Citation](#) | [Front](#) | [Review](#) | [Classification](#) | [Date](#) | [Reference](#) | [Claims](#) | [KWMC](#) | [Image](#)

13. Document ID: US 5754938 A

Entry 13 of 26

File: USPT

May 19, 1998

US-PAT-NO: 5754938

DOCUMENT-IDENTIFIER: US 5754938 A

TITLE: Pseudonymous server for system for customized electronic identification of desirable objects

[Full](#) | [Title](#) | [Citation](#) | [Front](#) | [Review](#) | [Classification](#) | [Date](#) | [Reference](#) | [Claims](#) | [KWMC](#) | [Image](#)

14. Document ID: US 5745910 A

Entry 14 of 26

File: USPT

Apr 28, 1998

US-PAT-NO: 5745910

DOCUMENT-IDENTIFIER: US 5745910 A

TITLE: Frame structure which provides an interface between parts of a compound document

[Full](#) | [Title](#) | [Citation](#) | [Front](#) | [Review](#) | [Classification](#) | [Date](#) | [Reference](#) | [Claims](#) | [KWMC](#) | [Image](#)

15. Document ID: US 5692206 A

Entry 15 of 26

File: USPT

Nov 25, 1997

US-PAT-NO: 5692206

DOCUMENT-IDENTIFIER: US 5692206 A

TITLE: Method and apparatus for automating the generation of a legal document

[Full](#)[Title](#)[Citation](#)[Front](#)[Review](#)[Classification](#)[Date](#)[Reference](#)[Claims](#)[KWMC](#)[Image](#) 16. Document ID: US 5649185 A

Entry 16 of 26

File: USPT

Jul 15, 1997

US-PAT-NO: 5649185

DOCUMENT-IDENTIFIER: US 5649185.A

TITLE: Method and means for providing access to a library of digitized documents and images

[Full](#)[Title](#)[Citation](#)[Front](#)[Review](#)[Classification](#)[Date](#)[Reference](#)[Claims](#)[KWMC](#)[Image](#) 17. Document ID: US 5634124 A

Entry 17 of 26

File: USPT

May 27, 1997

US-PAT-NO: 5634124

DOCUMENT-IDENTIFIER: US 5634124 A

TITLE: Data integration by object management

[Full](#)[Title](#)[Citation](#)[Front](#)[Review](#)[Classification](#)[Date](#)[Reference](#)[Claims](#)[KWMC](#)[Image](#) 18. Document ID: US 5526517 A

Entry 18 of 26

File: USPT

Jun 11, 1996

US-PAT-NO: 5526517

DOCUMENT-IDENTIFIER: US 5526517 A

TITLE: Concurrently operating design tools in an electronic computer aided design system

[Full](#)[Title](#)[Citation](#)[Front](#)[Review](#)[Classification](#)[Date](#)[Reference](#)[Claims](#)[KWMC](#)[Image](#) 19. Document ID: US 5446842 A

Entry 19 of 26

File: USPT

Aug 29, 1995

(good
will work
history)

US-PAT-NO: 5446842

DOCUMENT-IDENTIFIER: US 5446842 A

TITLE: Object-oriented collaboration system

[Full](#)[Title](#)[Citation](#)[Front](#)[Review](#)[Classification](#)[Date](#)[Reference](#)[Claims](#)[KWMC](#)[Image](#) 20. Document ID: US 5371673 A

Entry 20 of 26

File: USPT

Dec 6, 1994

US-PAT-NO: 5371673

DOCUMENT-IDENTIFIER: US 5371673 A

TITLE: Information processing analysis system for sorting and scoring text

[Full](#)[Title](#)[Citation](#)[Front](#)[Review](#)[Classification](#)[Date](#)[Reference](#)[Claims](#)[KWMC](#)[Image](#)

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Entry 21 of 26

File: USPT

Nov 29, 1994

US-PAT-NO: 5369778

DOCUMENT-IDENTIFIER: US 5369778 A

TITLE: Data processor that customizes program behavior by using a resource retrieval capability

[Full](#) | [Title](#) | [Citation](#) | [Front](#) | [Review](#) | [Classification](#) | [Date](#) | [Reference](#) | [Claims](#) | [KWMC](#) | [Image](#) **22. Document ID: US 5367619 A**

Entry 22 of 26

File: USPT

Nov 22, 1994

US-PAT-NO: 5367619

DOCUMENT-IDENTIFIER: US 5367619 A

TITLE: Electronic data entry system employing an expert system to facilitate generation of electronic data forms with complex interrelationships between fields and subforms

[Full](#) | [Title](#) | [Citation](#) | [Front](#) | [Review](#) | [Classification](#) | [Date](#) | [Reference](#) | [Claims](#) | [KWMC](#) | [Image](#) **23. Document ID: US 5251294 A**

Entry 23 of 26

File: USPT

Oct 5, 1993

US-PAT-NO: 5251294

DOCUMENT-IDENTIFIER: US 5251294 A

TITLE: Accessing, assembling, and using bodies of information

[Full](#) | [Title](#) | [Citation](#) | [Front](#) | [Review](#) | [Classification](#) | [Date](#) | [Reference](#) | [Claims](#) | [KWMC](#) | [Image](#) **24. Document ID: US 5206951 A**

Entry 24 of 26

File: USPT

Apr 27, 1993

US-PAT-NO: 5206951

DOCUMENT-IDENTIFIER: US 5206951 A

TITLE: Integration of data between typed objects by mutual, direct invocation between object managers corresponding to object types

[Full](#) | [Title](#) | [Citation](#) | [Front](#) | [Review](#) | [Classification](#) | [Date](#) | [Reference](#) | [Claims](#) | [KWMC](#) | [Image](#)

25. Document ID: US 4897781 A

Entry 25 of 26

File: USPT

Jan 30, 1990

US-PAT-NO: 4897781

DOCUMENT-IDENTIFIER: US 4897781 A

TITLE: System and method for using cached data at a local node after re-opening a file at a remote node in a distributed networking environment

[Full](#) | [Title](#) | [Citation](#) | [Front](#) | [Review](#) | [Classification](#) | [Date](#) | [Reference](#) | [Claims](#) | [KWD](#) | [Image](#) 26. Document ID: US 4853843 A

Entry 26 of 26

File: USPT

Aug 1, 1989

US-PAT-NO: 4853843

DOCUMENT-IDENTIFIER: US 4853843 A

TITLE: System for merging virtual partitions of a distributed database

[Full](#) | [Title](#) | [Citation](#) | [Front](#) | [Review](#) | [Classification](#) | [Date](#) | [Reference](#) | [Claims](#) | [KWD](#) | [Image](#)

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JPAB,EPAB,DWPI	negotiat\$ AND (redlin\$ or mark\$ or highlight\$ or indicat\$)	203	<u>L7</u>	
JPAB,EPAB,DWPI	negotiat\$ AND (redlin\$ or mark\$ or highlight\$ or indicat\$)	203	<u>L6</u>	
USPT	12 and ((highlight\$ OR indicat\$ or mark\$) NEAR3 (change\$ OR edit\$ or alter\$))	26	<u>L5</u>	<input type="button" value="View"/>
USPT	12 and ((highlight\$ OR indicat\$ or mark\$) NEAR3 (change\$ OR edit\$ or alter\$))	26	<u>L4</u>	
USPT	12 and ((highlight\$ OR indicat\$ or mark\$) NEAR3 (change\$ OR edit\$ or alter\$))	26	<u>L3</u>	
USPT	11 AND edit\$	96	<u>L2</u>	
USPT	707/\$.ccis. AND negotiat\$	174	<u>L1</u>	

SEARCH REQUEST FORM

Examiner # Mandatory 76267Requester's Full Name: Susie M. DiazArt Unit 2765 Location (Bldg/Room#): 5V04Phone (circle) 305 306 308) 1337Serial Number: 09/192,735Results Format Preferred (circle): PAPER DISK E-MAILTitle of Invention "System for ~~an~~ Iterative, Multivariate Negotiations Over a Network"

Inventors (please provide full names)

Jeffrey Conklin, David Foucher, Daniel FoucherEarliest Priority Date: 11/16/98

Keywords (include any known synonyms registry numbers, explanation of initialisms):

Product Information

- ~~① TradeAccess' "EconomyBuilder" - when was it released to the public? It randomly goes back as far as 4/21/1970.~~
- ~~② I need details on Trade' ex 's "MarketMaker", especially its real-time online negotiations capabilities (prior to 11/16/98).~~

Search Topic:

Please write detailed statement of the search topic, and the concept of the invention. Describe as specifically as possible the subject matter to be searched. Define any terms that may have a special meaning. Give examples of relevant citations, authors, etc., if known. You may include a copy of the abstract and the broadcast or most relevant claim(s).

Searcher: N. Gogoi

Type of Search

Vendors (include cost where applicable)

Searcher Phone #: 6-21767 N.A. Sequence STNSearcher Location: E15-1700 A.A. Sequence Questel/OrbitDate Picked Up: 3/20 Structure (#) Lexis/NexisDate Completed: 3/20 Bibliographic WWW/InternetClerical Prep Time: 10 Litigation1 In-house sequence systems (list)Terminal Time: 17 Fulltext DialogNumber of Databases: 33 Procurement Dr. Link Other Westlaw Other (specify)

File 15:ABI/INFORM(R) . 1-2000/Mar 16
(c) 2000 Bell & Howell
File 9:Business & Industry(R) Jul/1994-2000/Mar 20
(c) 2000 Resp. DB Svcs.
File 13:BAMP 2000/Mar W2
(c) 2000 Resp. DB Svcs.
File 635:Business Dateline(R) 1985-2000/Mar 20
(c) 2000 Bell & Howell
File 610:Business Wire 1999-2000/Mar 20
(c) 2000 Business Wire.
File 647:CMP Computer Fulltext 1988-2000/Mar W2
(c) 2000 CMP
File 674:Computer News Fulltext 1989-2000/Feb W3
(c) 2000 IDG Communications
File 98:General Sci Abs/Full-Text 1984-1999/Oct
(c) 1999 The HW Wilson Co.
File 88:Gale Group Business A.R.T.S. 1976-2000/Mar 20
(c) 2000 The Gale Group
File 275:Gale Group Computer DB(TM) 1983-2000/Mar 20
(c) 2000 The Gale Group
File 47:Gale Group Magazine DB(TM) 1959-2000/Mar 20
(c) 2000 The Gale group
File 75:TGG Management Contents(R) 86-2000/Mar W2
(c) 2000 The Gale Group
File 621:Gale Group New Prod.Annou.(R) 1985-2000/Mar 20
(c) 2000 The Gale Group
File 211:Gale Group Newsearch(TM) 2000/Mar 20
(c) 2000 The Gale Group
File 636:Gale Group Newsletter DB(TM) 1987-2000/Mar 20
(c) 2000 The Gale Group
File 16:Gale Group PROMT(R) 1990-2000/Mar 20
(c) 2000 The Gale Group
File 148:Gale Group Trade & Industry DB 1976-2000/Mar 20
(c) 2000 The Gale Group
File 239:Mathsci(R) 1940-2000/Feb
(c) 2000 American Mathematical Society
File 624:McGraw-Hill Publications 1985-2000/Mar 16
(c) 2000 McGraw-Hill Co. Inc
File 484:Periodical Abstracts Plustext 1986-2000/Jan W2
(c) 2000 Bell & Howell
File 613:PR Newswire 1999-2000/Mar 20
(c) 2000 PR Newswire Association Inc
File 141:Readers Guide 1983-2000/Nov
(c) 2000 The HW Wilson Co
File 370:Science 1996-1999/Jul W3
(c) 1999 AAAS
File 696:DIALOG Telecom. Newsletters 1995-2000/Mar 20
(c) 2000 The Dialog Corp.
File 553:Wilson Bus. Abs. FullText 1982-1999/Sep
(c) 1999 The HW Wilson Co
File 20:World Reporter 1997-2000/Mar 20
(c) 2000 The Dialog Corporation plc

Set	Items	Description
S1	2517	TRADE()EX?? OR TRADEEX?
S2	44466	MARKET()MAKER? OR MARKETMAKER?
S3	105	S1(S)S2
S4	68	S3 NOT PY=1998:2000
S5	35	RD (unique items)
S6	917026	NEGOTIATION?
S7	40	S1(S)S6
S8	27	S7 NOT S4
S9	3	S8 NOT PY=1998:2000
S10	3	RD (unique items)

5/3,K/1 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 2000 Bell & Howell. All rts. reserv.

01472860 01-23848
Internet show plump with products
Messmer, Ellen; Nerney, Chris; Sliwa, Carol
Network World v14n29 PP: 10 Jul 21, 1997
ISSN: 0887-7661 JRNL CODE: NWW
WORD COUNT: 602

...TEXT: that have passed the 100% Pure Java conformance tests. "The 100% pure designation means our **Marketmaker** and Distributor software truly will be platformindependent," said Mark Young, marketing director of **Trade 'ex** Electronic Commerce Systems, Inc. In other news:

U&I Interactive, Inc. will announce the Pro...

5/3,K/2 (Item 2 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 2000 Bell & Howell. All rts. reserv.

01468126 01-19114
Users wade through electronic-commerce market
Carr, Jim
InfoWorld v19n25 PP: 75-78 Jun 23, 1997
ISSN: 0199-6649 JRNL CODE: IFW
WORD COUNT: 1956

...TEXT: software marketplace has segmented itself into three general pricing categories. At the high end are **Trade 'ex**'s Distributor (a variant of the company's flagship **Market Maker**), Connect's OneServer, and Open Market's Transact, among others. (See chart, page 78.) In...

5/3,K/3 (Item 3 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 2000 Bell & Howell. All rts. reserv.

01347229 99-96625
Market Maker drives electronic commerce
Greenberg, Ilan
InfoWorld v18n52/53 PP: 13 Dec 23/30, 1996
ISSN: 0199-6649 JRNL CODE: IFW
WORD COUNT: 393

ABSTRACT: **Trade 'ex** has become one of the first organizations to deploy a commercial Java client interface. The company's **Market Maker** - an electronic commerce environment which enables real-time transactions with multiple buyers and sellers - is...

5/3,K/4 (Item 4 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 2000 Bell & Howell. All rts. reserv.

01330261 99-79657
Trade' ex readies Java-based MarketMaker
Jones, Chris
InfoWorld v18n44 PP: 6 Oct 28, 1996
ISSN: 0199-6649 JRNL CODE: IFW
WORD COUNT: 204

Trade' ex readies Java-based MarketMaker

ABSTRACT: **Trade ' ex** Electronic Commerce Systems Inc.'s soon to be announced **MarketMaker** lets multiple buyers and merchants create

industry-specific online markets for conducting real-time bidding, purchasing, and shipping via the World Wide Web. With the Trade 'ex transaction protocol (TXTP) - set for a beta introduction at fall 1996 Comdex - the company hopes...
...TEXT: high-end electronic commerce marketplace and backend merchant databases to a wider variety of customers.

Trade ' ex MarketMaker lets multiple buyers and merchants create industry-specific online markets for conducting real-time bidding...

... Web. The system was primarily designed for large corporations, governments, and trade organizations. With the Trade 'ex transaction protocol (TXTP) - set for a beta introduction at fall Comdex next month - the company...

...sellers to easily import and export data to Web-based businesses.

(Illustration Omitted)

Captioned as: TRADE ' EX MARKETMAKER manages online ordering, processing, and shipping.

"The effort to establish connections to e-commerce systems...

5/3,K/5 (Item 5 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 2000 Bell & Howell. All rts. reserv.

01281561 99-30957
Vendors shop products for easy 'net commerce at IEC
Hatilestad, Luc
InfoWorld v18n36 PP: 9 Sep 2, 1996
ISSN: 0199-6649 JRNL CODE: IFW
WORD COUNT: 367

...TEXT: said Jerry Michalski, managing editor at Release 1.0, an industry newsletter in New York.

* Trade 'ex Electronic Commerce Systems Inc. will demonstrate Market Maker and Distributor, two Java-compliant applications. Market Maker enables governments, large companies, and trade associations to organize industrywide markets by bringing together multiple...

5/3,K/6 (Item 6 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 2000 Bell & Howell. All rts. reserv.

01208832 98-58227
The Internet and international marketing
Quelch, John A; Klein, Lisa R
Sloan Management Review v37n3 PP: 60-75 Spring 1996
ISSN: 0019-848X JRNL CODE: SMZ
WORD COUNT: 9906

...TEXT: from the global scope of the site. For example, DYNABIT U.S.A.'s new TRADE ' ex service creates an exchange for commercial buyers and resellers of computer equipment around the globe...

... entrepreneurs and investors for a range of start-up investment opportunities. Both companies serve as "market makers" by enabling communication between small parties who would not have found each other without this...

5/3,K/7 (Item 1 from file: 9)
DIALOG(R)File 9:Business & Industry(R)

(c) 2000 Resp. DB Svcs. All rts. reserv.

01763120 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Electronic trading grows by leaps and bounds

(Marubeni Corp and Tomen Corp teaming up with Electronic Commerce Systems
to bring electronic trading to the Internet)

Journal of Commerce, v 411, n 28918, p 7C

February 26, 1997

DOCUMENT TYPE: Journal; News Brief ISSN: 0361-5561 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 403

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...Systems Inc. (<http://www.tradeex.com>) to bring more electronic trading over the Internet.

Called Trade 'ex Market Maker, the network of export and import trading communities will offer wholesale rates on products bought...

5/3,K/8 (Item 2 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

(c) 2000 Resp. DB Svcs. All rts. reserv.

01714185 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Trade'Ex Wins Japanese Contract

(Florida's Trade' Ex Electronic Commerce Systems awarded orders from Japan's Marubeni and Tomen for its Market Maker software for Internet commerce)

Newsbytes News Network, p N/A

January 16, 1997

DOCUMENT TYPE: Journal (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 142

(USE FORMAT 7 OR 9 FOR FULLTEXT)

(Florida's Trade' Ex Electronic Commerce Systems awarded orders from Japan's Marubeni and Tomen for its Market Maker software for Internet commerce)

TEXT:

TOKYO, JAPAN, 1997 JAN 16 (NB) -- By Martyn Williams. Florida's Trade 'Ex Electronic Commerce Systems Inc. has won an order from Marubeni Corp. and Tomen Corp., two major Japanese trading houses. The companies will buy Trade 'Ex 's Market Maker software to create an online wholesale marketplace for the buying and selling of products over...

...As a result of the deal, the three Japanese companies have made unspecified investments in Trade 'Ex and its Japanese subsidiary. The system will initially be used to trade products in the...

...the office supply and second-hand construction machine products industries. (19970116/Press contact: Patricia Patterson, Trade 'Ex , 813-376-9666; Reader contact: World Wide Web: <http://www.tradeex.com> /Reported By Newsbytes News Network: <http://www.newsbytes.com>)

...

5/3,K/9 (Item 1 from file: 647)

DIALOG(R)File 647:cmp Computer Fulltext

(c) 2000 CMP. All rts. reserv.

01121831 CMP ACCESSION NUMBER: CWK19970331S0016

JavaOne Focuses On Server (In Brief)

COMMUNICATIONSWEEK, 1997, n 656, PG12

PUBLICATION DATE: 970331

JOURNAL CODE: CWK LANGUAGE: English
RECORD TYPE: Fulltext
SECTION HEADING: Top of the News
WORD COUNT: 153

TEXT:

... Beans, a set of components that enables Java applications to access CICS-based mainframe transactions. Trade 'ex Electronic Commerce Systems Inc., Tampa, Fla., will show Market Maker, a suite of Java applets that allows buyers and sellers on the Web to place...

✓ 5/3,K/10 (Item 2 from file: 647)
DIALOG(R)File 647:CMP Computer Fulltext
(c) 2000 CMP. All rts. reserv.

01110466 CMP ACCESSION NUMBER: CRN19961118S0116
Pioneering Reseller Sites
COMPUTER RESELLER NEWS, 1996, n 711, PG206
PUBLICATION DATE: 961118
JOURNAL CODE: CRN LANGUAGE: English
RECORD TYPE: Fulltext
SECTION HEADING: Electronic-Commerce Pioneers
WORD COUNT: 637

... also works with corporate clients, traditional resellers and distributors.

TRADE' ex
(<http://www.tradeex.com>)

Trade 'ex offers an innovative product exchange aimed at resellers. Using Java technology, the company has created Trade 'ex Market Maker and Trade 'ex Distributor to facilitate online purchases. A unique Bid/Ask exchange lets buyers communicate with sellers

...

✓ 5/3,K/11 (Item 3 from file: 647)
DIALOG(R)File 647:CMP Computer Fulltext
(c) 2000 CMP. All rts. reserv.

01101236 CMP ACCESSION NUMBER: EBN19960826S0111
TRADE' ex Expands Electronic Marketplace
ELECTRONIC BUYER'S NEWS, 1996, n 1021, PG62
PUBLICATION DATE: 960826
JOURNAL CODE: EBN LANGUAGE: English
RECORD TYPE: Fulltext
SECTION HEADING: Online @EBN
WORD COUNT: 354

... granting them access to noncompeting companies using the same TRADE' ex system, the company said.

TRADE 'ex has also created Market Maker to allow governments, large companies, and trade associations to organize industrywide markets, bringing together multiple buyers and multiple sellers into one location on the Web.

The TRADE 'ex Market Maker allows an organization to operate a live trading market over the Internet in which multiple...

...product information can be accessed for any product, and purchase orders are handled directly online.

TRADE 'ex will be demonstrating both the TRADE 'ex Distributor and TRADE 'ex Market Maker at the Internet and Electronic Commerce Conference at the Moscone Convention Center in San Francisco...

✓ 5/3,K/12 (Item 1 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2000 The Gale Group. All rts. reserv.

02069932 SUPPLIER NUMBER: 19475876 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Trade' ex trades up to Java functionality. (introduces Java Object
Model) (Brief Article) (Product Announcement)
Kerstetter, Jim
PC Week, v14, n22, p23(1)
June 2, 1997
DOCUMENT TYPE: Brief Article Product Announcement ISSN: 0740-1604
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 454 LINE COUNT: 00038

... by the program.

The Java objects will work with the three major applications of the
Trade 'ex suite, which is priced between \$30,000 and \$80,000 (depending
on configuration). The suite includes the following applications: * Market
Maker , which is designed to create virtual marketplaces. Using Java
applets, registered buyers can show products...

5/3,K/13 (Item 1 from file: 621)

DIALOG(R)File 621:Gale Group New Prod.Annou. (R)
(c) 2000 The Gale Group. All rts. reserv.

01569342 Supplier Number: 47971782 (USE FORMAT 7 FOR FULLTEXT)
TRADE' ex Wins "Best of Class" at Internet Commerce Expo for British
Telecom's Live Internet Mraketplace.

Business Wire, p9110157
Sept 11, 1997

Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 695

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

LOS ANGELES--(BUSINESS WIRE)--Sept. 11, 1997--TRADE 'ex Electronic
Commerce Systems, Inc. received the Best of Class award at the ICE show in
...

...night for a live Internet-based trading marketplace hosted by British
Telecom and driven by TRADE 'ex Market Maker (TM) software.
... advertising campaigns, allowing them to compete on equal terms with
larger competitors.

The Java-based TRADE 'ex Market Maker software behind the BT
electronic commerce service is the only live marketplace system with a...
...technical innovation, application to non-traditional markets, electronic
transfer efficiency, security features and business benefits.

TRADE 'ex markets a growing family of Java-based enterprise
electronic commerce software including enterprise applications for
corporate MRO Procurement and wholesale distribution. TRADE 'ex Market
Maker previously received an award from Gartner Group and Information
Week at the 1996 Internet and Electronic Commerce show in San Francisco.
TRADE 'ex is a privately owned, venture-backed company based in Tampa,
Fla., and located on the Web at www.tradeex.com .

About TRADE' ex Products

TRADE' ex develops and licenses Java-based, business-to-business...

...applications are used for corporate procurement automation, wholesale
distribution, and market creation.

About TRADE' ex

TRADE 'ex customers include British Telecom (NASDAQ:BTY), who
launched the first live, working marketplace on the Internet specifically
designed to benefit the small-to-medium-sized enterprise with TRADE 'ex
Market Maker . The Java-based service is designed to help companies reach
a global marketplace while considerably...

...delivers consolidated electronic supplier catalogs to the
requisitioner's desktop over the corporate intranet.

Both Market Maker and Distributor were certified by JavaSoft, a

division of Sun Microsystems in the 100% Pure Java Program in June, which assures TRADE 'ex's corporate customers that they are platform independent.

TRADE'ex is a leading supplier of...

5/3,K/14 (Item 2 from file: 621)
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)
(c) 2000 The Gale Group. All rts. reserv.

01565603 Supplier Number: 47934321 (USE FORMAT 7 FOR FULLTEXT)
TRADE'ex Releases J-Object Model and Solaris/Oracle 8 Version of Enterprise E-Commerce Applications at Java Internet Business Expo; J-Object Model Enables Customization and Rapid Deployment of TRADE'ex E-Commerce Enterprise Applications, While UNIX and Oracle Support Responds to Customers' Scalability Needs for Handling Heavy Transaction Loads.
Business Wire, p8260033

August 26, 1997

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 848

... applications are used for corporate procurement automation, wholesale distribution, and market creation.

About TRADE'ex

TRADE 'ex customers include British Telecom (NASDAQ:BTY), who recently launched the first live, working marketplace on the Internet specifically designed to benefit the small-to-medium-sized enterprise with TRADE 'ex Market Maker. The new Java-based service is designed to help companies reach a global marketplace while...

...other transaction functions on-line on a 24-hour basis.

Recently released, the company offers TRADE 'ex Procurement, an enterprise-wide MRO purchasing application that delivers consolidated electronic supplier catalogs to the requisitioner's desktop over the corporate Intranet. Both Market Maker and Distributor were certified in Sun's 100% Pure Java Program in June, which assures...

...at www.tradeex.com or call 888/4TRADEX for more information. -0-

Note to Editors: TRADE 'ex , TRADE 'ex J-Object Model, TRADE 'ex Market Maker and TRADE 'ex Distributor are registered trademarks or trademarks of TRADE 'ex Electronic Commerce Systems Inc. All other trademarks herein are the property of their respective owners...

5/3,K/15 (Item 3 from file: 621)
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)
(c) 2000 The Gale Group. All rts. reserv.

01540290 Supplier Number: 47434264 (USE FORMAT 7 FOR FULLTEXT)
TRADE'ex Debuts Procurement Application for Enterprise-Wide MRO "Desktop Purchasing" at COMDEX; Companies Efficiently Organize and Automate the Entire Procurement Process.
Business Wire, p06020293

June 2, 1997

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 801

... NT with SQL Server and UNIX with Oracle 7 data server platforms.
About TRADE'ex

TRADE 'ex markets a growing family of Java-based, enterprise electronic commerce software. TRADE 'ex Market Maker received an award from Gartner Group and Information Week as the Best Business-to-Business...

...Over the Internet solution at the 1996 Internet and Electronic Commerce show in San Francisco.

TRADE 'ex customers include EDI leader Harbinger Corp., who has

integrated TRADE 'ex applications as part of their MRO (maintenance, repair and operations) and Supply Chain Procurement solutions, the Australian Chamber of Manufactures, who is using TRADE 'ex Market Maker to open global markets for its members.

DataFlex Corp., a large computer reseller, is using TRADE 'ex Distributor to allow customers to place orders, determine product availability, check order status and perform other transaction functions on-line on a 24-hour basis. TRADE 'ex has continued their rapid growth as leading Japanese trading houses, Marubeni Corp. and Tomen Corp., selected Market Maker as their standard e-commerce product to create and operate on-line markets.

TRADE'ex...

5/3,K/16 (Item 4 from file: 621)
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)
(c) 2000 The Gale Group. All rts. reserv.

01538465 Supplier Number: 47414884 (USE FORMAT 7 FOR FULLTEXT)
BT launches live Internet marketplace using software technology from TRADE 'ex.

Business Wire, p05270186

May 27, 1997

Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 801

... be conducted in association with the Thames Valley Chambers of Commerce expanding nationally during 1997.

TRADE 'ex markets a growing family of Java-based, enterprise electronic commerce software. TRADE 'ex Market Maker received an award from Gartner Group and Information Week as the Best Business-to-Business...

...Over the Internet solution at the 1996 Internet and Electronic Commerce show in San Francisco.

TRADE 'ex customers include EDI leader Harbinger Corporation who has integrated TRADE 'ex applications as part of their MRO (maintenance, repair and operations) and Supply Chain Procurement solutions, the Australian Chamber of Manufactures, who is using TRADE 'ex Market Maker to open global markets for its members.

DataFlex Corporation, a large computer reseller, is using TRADE 'ex Distributor to allow customers to place orders, determine product availability, check order status and perform other transaction functions on-line on a 24-hour basis. TRADE 'ex has continued their rapid growth as leading Japanese trading houses, Marubeni Corp. and Tomen Corp., selected Market Maker as their standard e-commerce product to create and operate on-line markets.

TRADE'ex...

...www.tradeex.com or call 1/888/4TRADEX for more information. -0-
Note To Editors: TRADE 'ex , TRADE 'ex Market Maker , TRADE 'ex Distributor and TRADE 'ex Procurement are trademarks of TRADE 'ex Electronic Commerce Systems, Inc. Java is a trademark of Sun Microsystems.
SOURCE: TRADE 'ex Electronic Commerce Systems, Inc.

CONTACT: TRADE'ex, Tampa
Marc Young, 813/222-2050 ext. 27...

✓ 5/3,K/17 (Item 5 from file: 621)
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)
(c) 2000 The Gale Group. All rts. reserv.

01526402 Supplier Number: 47336781 (USE FORMAT 7 FOR FULLTEXT)
Harbinger and TRADE'ex partner to expand supply chain procurement technology; Leading EDI company and Internet commerce software provider team up to provide new e-commerce MRO Procurement and Supply Chain

Management solutions, slashing the cost of purchasing businesses.
Business Wire, p04290139

April 29, 1997

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 883

... and sell them under a yet-to-be determined Harbinger brand name.

The products include TRADE 'ex Procurement, an application to efficiently manage corporate procurement from a centralized catalog with on-line purchase order processing; TRADE 'ex Distributor, an on-line cataloging and order processing system that enables manufacturers, distributors and wholesalers to conduct business with their customers over the Internet; and TRADE 'ex Market Maker, a solution that enables organizations to operate a live Internet-based trading market in their...

...s site on the World Wide Web at <http://www.harbinger.com>.

About TRADE'ex

TRADE 'ex markets a growing family of Java-based, enterprise electronic commerce software. TRADE 'ex Market Maker received an award from the Gartner Group and Information Week as the Best Business-to

...

...Internet solution at the 1996 Internet and Electronic Commerce show in San Francisco.

One of TRADE 'ex customers, the Australian Chamber of Manufacturers, is using TRADE 'ex Market Maker to open global markets for its members. Another, DataFlex, a large computer reseller, is using TRADE 'ex Distributor to allow customers to place orders, determine product availability, check order status and perform other transaction functions on-line on a 24-hour basis. TRADE 'ex has continued their rapid growth as leading Japanese trading houses, Marubeni Corp. and Tomen Corp., selected Market Maker as their standard e-commerce product to create and operate on-line markets.

TRADE'ex...

...www.tradeex.com or call 1/888/4TRADEX for more information. -0-

Note To Editors: TRADE 'ex , TRADE 'ex Market Maker , TRADE 'ex Distributor and TRADE 'ex Procurement are trademarks of TRADE 'ex Electronic Commerce Systems, Inc. TrustedLink and Harbinger are trademarks of Harbinger Corporation. Java is a trademark of Sun Microsystems. SOURCE: TRADE 'ex Electronic Commerce Systems, Inc.

CONTACT: TRADE'ex

Marc Young, 813/222-2050

or

S&S...

5/3,K/18 (Item 6 from file: 621)
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)
(c) 2000 The Gale Group. All rts. reserv.

01475535 Supplier Number: 47040336 (USE FORMAT 7 FOR FULLTEXT)
Leading Japanese Trading Houses To Automate Trading Activities Through
Creation Of On-Line Marketplaces

PR Newswire, p115FLW006

Jan 15, 1997

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 766

... Corp., two major Japanese trading companies, have announced their selection and partnership with Florida based TRADE 'ex Electronic Commerce Systems Inc. The companies have chosen the TRADE 'ex Market Maker (TM) solution to organize the vast network of trading communities by creating on-line wholesale...

...Internet. Toyo Engineering Corporation will partner with all three companies as the integrator of the TRADE 'ex software solution.

This relationship brings together Marubeni and Tomen's leading position as two of...

...line marketplaces today. With that goal in mind, we have decided to join forces with TRADE 'ex . We found TRADE 'ex Market Maker to have multiple advantages over any application on the market today. It is the only...

...creating markets that are transaction enabled from end-to-end. In addition, our investment in TRADE 'ex will allow us to use our collective strengths to develop solutions that meet the needs...

...committed to the development of on-line marketplaces will serve to enhance electronic commerce worldwide."

TRADE 'ex MARKET MAKER

TRADE 'ex Market Maker software enables large corporations, trade associations and governments to organize industry-specific marketplaces and operate...

...platform independent and delivers the most up-to-date information provided by the applets. The Market Maker Administrator server software allows the market organizer to manage users, products, fulfillment, shipping, order processing and accounting in real-time.

Market Maker received the "Best Business to Business Electronic Commerce over the Internet" award by Gartner Group...

...at the Internet & Electronic Commerce Expo in San Francisco. In addition, the Australian Government chose TRADE 'ex Market Maker as their electronic commerce solution to open global markets for small to mid-sized businesses. Currently 1,500 companies are participating in the Australian marketplace.

TRADE 'ex , based in Tampa, Florida, is the first company to develop an Internet based electronic commerce...

...Japan, as well as worldwide marketing partners. For more information or a demo of the Market Maker software visit the TRADE 'ex website at www.tradeex.com.

SOURCE TRADE'ex

-0-

1/15/97

/CONTACT: Patricia Patterson, 813-376-9666, or...

✓ 5/3/K19 (Item 7 from file: 621)
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)
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01446326 Supplier Number: 46839896 (USE FORMAT 7 FOR FULLTEXT)
TRADE'ex To Present at Venture Market East Conference
PR Newswire, p1029SFTU017
Oct 29, 1996
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 428

(USE FORMAT 7 FOR FULLTEXT)
TEXT:

TRADE 'ex Market Maker
(TM) Uses Java(TM) to Revolutionize Electronic Commerce
Applications
RED HERRING VENTURE MARKET EAST CONFERENCE, CAMBRIDGE, Mass., Oct. 29
/PRNewswire/ -- TRADE 'ex Electronic Commerce Systems, Inc. will present
Market Maker (TM), the Java(TM) based electronic commerce platform, at
the Red Herring Venture Market East...

...Business" electronic commerce software solution at the 1996 iEC

(Internet & Electronic Commerce) conference and expos...

TRADE 'ex Market Maker (TM) is the flagship product and is an electronic commerce platform for companies to adapt to their most sophisticated application requirements and hosting environments. Market Maker connects an unlimited number of buyers with multiple sellers of any given product in the...

...a button. On-line negotiations between buyers and sellers are fully supported through the powerful TRADE 'ex technology to quickly close transactions.

All TRADE'ex software applications come with a "backoffice" Administrator...

5/3,K/20 (Item 1 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2000 The Gale Group. All rts. reserv.

03661088 Supplier Number: 47885139 (USE FORMAT 7 FOR FULLTEXT)

INDUSTRY BRIEFS:Trade'ex Certified By Java.

Electronic Commerce News, v2, n31, pN/A

August 4, 1997

Language: English Record Type: Fulltext

Document Type: Newsletter; General

Word Count: 128

... of its products from Mountain View, Calif.-based Sun Microsystems Inc. [SUNW]. Tampa, Fla.-based Trade 'ex received certification for its Distributor and Market Maker . Distributor is an integrated Java- based application for medium to large distribution companies to conduct...

...electronic catalog, deliver customized price lists, negotiate, close and process orders for their customer online. Market Maker is targeted to large telcos, large corporations, trade associations and publishing companies. It enables organizations to create a virtual marketplace by connecting a community of buyers and sellers. (Stewart Bertron, Trade 'ex , 813/222-2050.)

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✓ 5/3,K/21 (Item 2 from file: 636)
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03420660 Supplier Number: 47042784 (USE FORMAT 7 FOR FULLTEXT)
Trade'Ex Wins Japanese Contract 01/16/97

Williams, Martyn

Newsbytes, pN/A

Jan 16, 1997

Language: English Record Type: Fulltext

Document Type: Newswire; General Trade

Word Count: 148

The companies will buy Trade 'Ex 's Market Maker software to create an online wholesale marketplace for the buying and selling of products over...

5/3,K/22 (Item 3 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2000 The Gale Group. All rts. reserv.

03352193 Supplier Number: 46892879 (USE FORMAT 7 FOR FULLTEXT)
nline Commerce, Digital Cash & Billing: TRADE'ex Introduces Java-based Commerce Platform
Internet Content Report, v1, n17, pN/A
Nov 15, 1996
Language: English Record Type: Fulltext

Document Type: Newsle... General
Word Count: 87

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

TRADE 'ex Electronic Commerce Systems, Inc. has introduced Market Maker , a Java-based electronic commerce platform. Market Maker connects an unlimited number of buyers with multiple sellers of any given product in the...

5/3,K/23 (Item 4 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2000 The Gale Group. All rts. reserv.

03319571 Supplier Number: 46822443 (USE FORMAT 7 FOR FULLTEXT)

TDS MARKETING GROUP: TRADE'ex connects the UK

M2 Presswire, pN/A

Oct 23, 1996

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 1326

... market, without having to invest in an uneconomic (for them) marketing programme.

TRADE'ex products

TRADE 'ex MarketMaker - Many buyers communicating with many sellers (a market) Available now. Allows the licensee (might be...

...a trade association) to "make a marketplace" for goods in their industry, e.g.: 1. TRADE 'ex Computer Marketplace (USA) 2. The Australian Chamber of Commerce.

Software license:

GBP 85,000

Hardware...

5/3,K/24 (Item 5 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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03250084 Supplier Number: 46671254 (USE FORMAT 7 FOR FULLTEXT)

TRADE'ex Develops Java Compliant Electronic Commerce Solution for Creating Wholesale Markets over the Internet

Internet Content Report, v1, n12, pN/A

Sept 1, 1996

Language: English Record Type: Fulltext

Document Type: Newsletter; General

Word Count: 277

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

TRADE 'ex Electronic Commerce Systems, Inc. has developed two new Java Compliant solutions for the Commercial Marketplace. The first solution is the TRADE 'ex Market Maker , which modernizes electronic commerce over the Internet by allowing governments, large companies, and trade associations...

...markets bringing together multiple buyers and multiple sellers into one location on the Web. The Market Maker allows an organization to operate a live trading market over the Internet where multiple buyers...

user, product, sales, management, accounting and reporting. And, because the user interface of the TRADE 'ex Market Maker is written in Java, it is completely platform independent and the user is automatically presented...

5/3,K/25 (Item 1 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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04933634 Supplier Number: 47251095 (USE FORMAT 7 FOR FULLTEXT)

JavaOne Focuses On Server

CommunicationsWeek, p12

March 31, 1997

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 146

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...Beans, a set of components that enables Java applications to access CICS-based mainframe transactions. **Trade 'ex** Electronic Commerce Systems Inc., Tampa, Fla., will show **Market Maker**, a suite of Java applets that allows buyers and sellers on the Web to place...

5/3,K/26 (Item 2 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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04749941 Supplier Number: 46991517 (USE FORMAT 7 FOR FULLTEXT)

Market Maker drives electronic commerce

InfoWorld, p13

Dec 23, 1996

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 510

... commerce environment for a vertical market with functionality not offered by existing tool vendors.

Solution: **Trade 'ex** developed its own application development toolset entirely in Java -- **Market Maker** -- which the company now sells as a packaged product.

Benefit: A system built from the...

5/3,K/27 (Item 3 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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04686893 Supplier Number: 46898804 (USE FORMAT 7 FOR FULLTEXT)

Pioneering Reseller Sites

Computer Reseller News, p206

Nov 18, 1996

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 657

... also works with corporate clients, traditional resellers and distributors.

TRADE'ex

(<http://www.tradeex.com>)

Trade 'ex offers an innovative product exchange aimed at resellers. Using Java technology, the company has created **Trade 'ex Market Maker** and **Trade 'ex Distributor** to facilitate online purchases. A unique Bid/Ask exchange lets buyers communicate with sellers...

5/3,K/28 (Item 4 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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04682897 Supplier Number: 46892914 (USE FORMAT 7 FOR FULLTEXT)

Online Commerce, Digital Cash & Billing: TRADE'ex Introduces Java-based Commerce Platform

Internet Content Report, N/A
Nov 15, 1996

Language: English Record Type: Fulltext
Document Type: Newsletter; General
Word Count: 81

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

TRADE 'ex Electronic Commerce Systems, Inc. has introduced Market Maker, a Java-based electronic commerce platform. Market Maker connects an unlimited number of buyers with multiple sellers of any given product in the...

5/3,K/29 (Item 5 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04645532 Supplier Number: 46834494 (USE FORMAT 7 FOR FULLTEXT)
Trade' ex readies Java-based MarketMaker
InfoWorld, p06
Oct 28, 1996
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 189

Trade' ex readies Java-based MarketMaker
Trade 'ex MarketMaker lets multiple buyers and merchants create industry-specific online markets for conducting real-time bidding...

...Web. The system was primarily designed for large corporations, governments, and trade organizations. With the Trade 'ex transaction protocol (TXTP) -- set for a beta introduction at fall Comdex next month -- the company...

5/3,K/30 (Item 6 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04579689 Supplier Number: 46732411 (USE FORMAT 7 FOR FULLTEXT)
Internet search not over yet
InfoWorld, p001
Sept 23, 1996
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1107

... Merchant Advantage, which provides secure transactions, payment settlement, and order management for merchant Web sites; Trade 'ex Electronic Commerce Systems Inc.'s Market Maker, an application that allows governments, large companies, and trade associations to organize industrywide markets by...

✓ 5/3,K/31 (Item 7 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04550123 Supplier Number: 46687427 (USE FORMAT 7 FOR FULLTEXT)
Australia leads Internet Electronic Commerce trend by using World's First Virtual Marketplace System to Open Global Market for 1,500 of its Businesses
PR Newswire, p0905FLTH012
Sept 5, 1996
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 723

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

TRADE 'ex 's award-winning Market Maker
(TM) system to open buyers and sellers
... PC.

Last night in San Francisco, the Internet and Electronic Commerce Exposition presented Florida-based TRADE 'ex with its "Best Business to Business Electronic Commerce" award for the TRADE 'ex Market Maker system that Australia will roll out beginning September 11, to advance their businesses in the global marketplace.

"TRADE 'ex Market Maker can provide countries, businesses and trade associations an advantage in the burgeoning global marketplace," said TRADE 'ex CEO Daniel Aegeuter. "Our discussions with other governments and industry players are expected to build on..."

...and medical and paper and printing industries will rollout "live" buying and selling via the TRADE 'ex Market Maker and the Internet.

"We are very excited about projecting Australian businesses into the forefront of..."

...developed not only a strong electronic commerce solution, but more importantly, an excellent business solution."

TRADE 'EX MARKET MAKER APPLICATION

The first utilization of the TRADE 'ex Market Maker in the United States is being used by computer distribution giants, including Tech Data, Ingram...

...time" on-line bidding process where sellers then respond.

The "backoffice" Administrator module of the TRADE 'ex Market Maker gives the user complete control over product information, sales, inventory, allows for on-line marketing and has full accounting and management reporting. The user interface of the TRADE 'ex Market Maker is written in Java, making it completely platform independent and the user is automatically presented...

5/3,K/32 (Item 8 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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04512199 Supplier Number: 46627684 (USE FORMAT 7 FOR FULLTEXT)

TRADE 'ex Announces First Java Compliant Electronic Commerce Solution for
Creating Wholesale Markets Over the Internet

PR Newswire, p0813FLTU010

August 13, 1996

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 913

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

The TRADE 'ex Market Maker

(TM) Will Be Demonstrated At the Internet &
... of two new Java Compliant solutions for the Commercial Marketplace.

The first solution is the TRADE 'ex Market Maker which modernizes electronic commerce over the Internet by allowing governments, large companies, and trade associations...

...together multiple buyers and multiple sellers into one location on the world wide web. The TRADE 'ex Market Maker gives immediate access to a global marketplace allowing buyers and sellers to expand their existing ...

...the costs of finding sources or customers and negotiating terms, will be dramatically reduced."

The TRADE 'ex Market Maker is both a robust and flexible solution. It allows an organization to operate a live...

...the administrator full control over the market activities. And, because the user interface of the TRADE 'ex Market Maker is written in Java, it is completely platform independent and the user is automatically presented...

...tradeex.com with a Java compliant browser; Netscape 3.0 or Microsoft Explorer 3.0.

TRADE 'ex will be demonstrating both the TRADE 'ex Market Maker and the TRADE 'ex Distributor at the Internet & Electronic Commerce (iEC) Conference at the Moscone Convention Center in San...

5/3,K/33 (Item 1 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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09611209 SUPPLIER NUMBER: 19603062 (USE FORMAT 7 OR 9 FOR FULL TEXT)

TRADE' ex Announces 100% Pure Java Certification for Distributor & Market Maker.

Business Wire, p7230082

July 23, 1997

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 842 LINE COUNT: 00079

TRADE' ex Announces 100% Pure Java Certification for Distributor & Market Maker.

TEXT:

CHICAGO--(BUSINESS WIRE)--July 23, 1997--TRADE 'ex Electronic Commerce Systems, Inc., a leading supplier of enterprise electronic commerce software, announced today that two of its major products, TRADE 'ex Distributor and TRADE 'ex Market Maker, have received 100% Pure Java Certification from Sun Microsystems, Inc.

... World Exposition at McCormick Place where TRADE' ex is a participant in the Java Pavilion.

TRADE 'ex Distributor and TRADE 'ex Market Maker achieved the certification after thorough testing and analysis by Keylabs, Inc., the firm that conducts...

...applications will be compatible throughout their enterprise regardless of hardware platform."

"We are delighted that TRADE 'ex has been awarded 100% Pure Java certification for two of its products, Distributor and Market Maker," said George Paolini, Director of Corporate Marketing at JavaSoft, a business unit of Sun Microsystems, Inc. "TRADE 'ex provides a host of feature rich, Java-based electronic commerce solutions for the enterprise market..."

...products and serve hundreds of customers such as manufacturers and distributors of hard goods.

About TRADE 'ex Market Maker

Ideally suited for telcos, large corporations, trade associations and publishing companies, Market Maker enables organizations...

...centralized, interactive environment where complex business rules govern the relationships on-line.

About TRADE' ex

TRADE 'ex markets a growing family of Java-based, enterprise electronic commerce software. TRADE 'ex Market Maker received an award from Gartner Group and Information Week as the Best Business-to-Business...

...Over the Internet solution at the 1996 Internet and Electronic Commerce show in San Francisco.

TRADE 'ex customers include British Telecom (BT), launching the first live, working marketplace on the Internet specifically designed to benefit the small-to-medium-sized enterprise with Market Maker. The new

Java-based service designed to help small and medium enterprises reach a ...

...at www.tradeex.com or call 888/4TRADEX for more information. -0-

Note to Editors: TRADE 'ex , TRADE 'ex Market Maker and TRADE 'ex Distributor are registered trademarks or trademarks of TRADE 'ex Electronic Commerce Systems, Inc. All other trademarks herein are the property of their respective owners. SOURCE: TRADE 'ex Electronic Commerce Systems, Inc.

CONTACT: TRADE'ex Electronic
Marc Young, 813/222-2050 Ext. 27...

5/3,K/34 (Item 2 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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09583987 SUPPLIER NUMBER: 19559875 (USE FORMAT 7 OR 9 FOR FULL TEXT)

For the record. (Correction Notice) (Brief Article)

InfoWorld, v18, n26, p10(1)

June 30, 1997

DOCUMENT TYPE: Correction Notice Brief Article ISSN: 0199-6649

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 77 LINE COUNT: 00009

TEXT:

...market" (page 75) misspelled the name of DataFlex's Dan Bisaillon.
The correct price of Market Maker , from Trade 'ex , is \$85,000.

5/3,K/35 (Item 3 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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08979831 SUPPLIER NUMBER: 18708384 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Internet search not over yet. (finding information on the Web still difficult) (Internet/Web/Online Service Information)

Hatlestad, Luc

InfoWorld, v18, n39, p1(2)

Sep 23, 1996

ISSN: 0199-6649 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 1163 LINE COUNT: 00096

... Merchant Advantage, which provides secure transactions, payment settlement, and order management for merchant Web sites; Trade 'ex Electronic Commerce Systems Inc.'s Market Maker , an application that allows governments, large companies, and trade associations to organize industrywide markets by...